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Dedicated to the Imaging Supplies Industry of Central and Eastern Europe, Russia, and CIS

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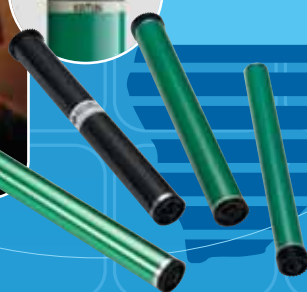
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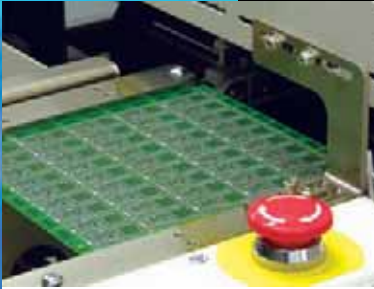
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Dear Reader,

The summer is in full swing. But the industry is not on vacations. Its rhythm is not the same as during the colder part of the year, still there is plenty of news in store even in summer.

In this edition of our magazine we would like to present a number of outstanding technical articles dealing with cartridge remanufacturing for Brother TN3170 and Samsung SF-560R printers. We also continue the series of hands-on instructions for Toshiba copiers, which attracted a lot of readers with its precise and detailed information. Since the repairs articles were so interesting to our reading public, the magazine will keep on elaborating on printer and copier repairs issues.

In this same issue of the magazine we offer you the possibility to get to know the Ukrainian company Worldwide Manufacturing, E.D., one of the leaders in the Ukrainian aftermarket of imaging supplies and a well known brand elsewhere in the region. We also offer you a material on toners as well as an overview of techniques to reduce costs and boost profitability.

Have a pleasant read and enjoy your summer!

Nikolai Yakimchuk, Editor

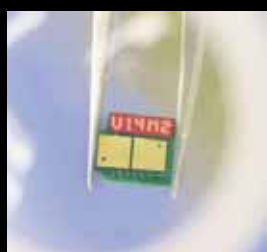
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Do not hesitate to forward all interesting materials resulted from your practical experience!

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Remanufacturing Instructions

Brother HL5240 (TN3170)

By the technical staff at Oasis Imaging Products

OEM Reference Information:

	Yield
Toner: TN3130	3500 @ 5%
TN3170	7000 @ 5%
Drum: DR3100	25000 @ 5%



1. Remove the fill plug and dump remaining toner from the toner hopper (Fig. 1).



2. Remove one screw from the end plate (Fig. 2). Remove end plate.



3. Using a small screw driver, release the locking pins on the developer roller stabilizer (Fig. 3).



4. Remove the developer roller stabilizer from the developer roller (Fig. 4).



5. Remove two screws from the end cap on the geared side of the cartridge (Fig. 5).



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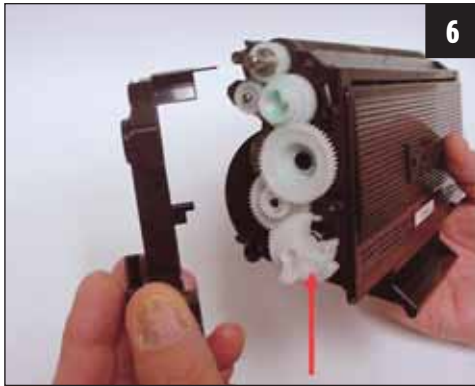


OPTIPRINT II OPC DRUMS



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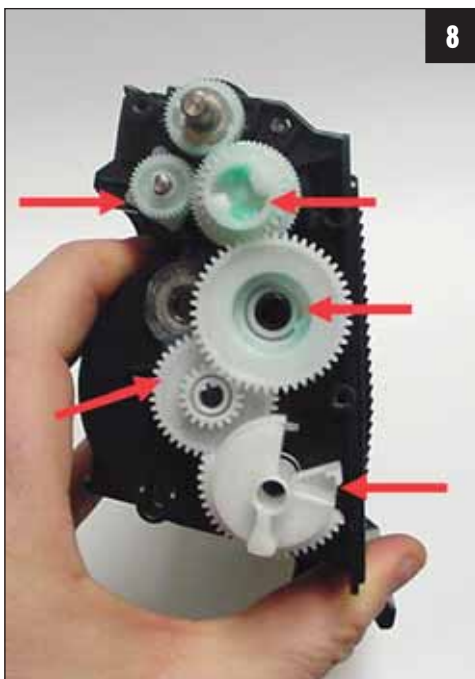




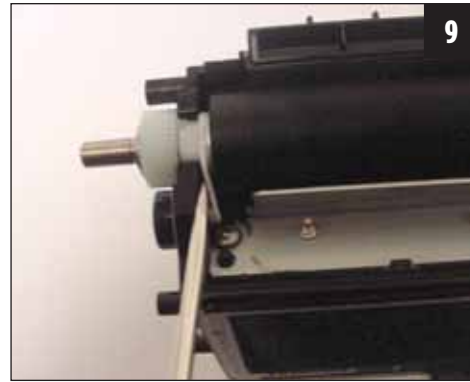
6. Remove the end cap. The reset flag gear (Fig. 6) may come off with the end cap. Be careful not to lose the small spring (Fig. 6a) located behind the gear. This spring is needed to reset the flag gear.



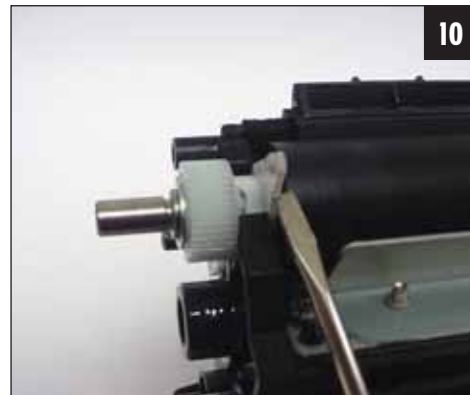
7. Remove the black cap located on the developer roller post on the geared side of the cartridge (Fig. 7).



8. Make a note of the gear positions. Assuming the flag gear is still in place, remove the five gears and the spring behind the flag gear (Fig. 8). Clean all gears of residual toner to ensure smooth rotation.



9. Insert a small screwdriver between the locking tab and the cartridge housing and pry outward as shown (Fig. 9).



10. Rotate the tab as shown (Fig. 10). This will release the locking tab from the cartridge housing.



11. Remove the developer roller from the cartridge (Fig. 11). Grasp the roller by the end posts. Clean the roller with compressed air and a lint free, wax free wipe.



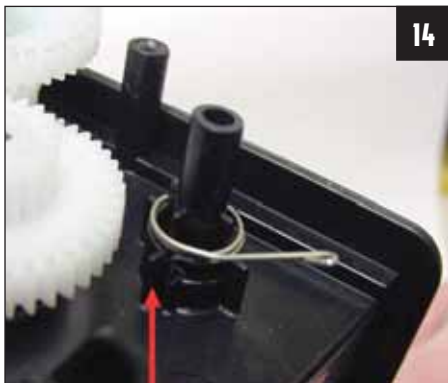
12. Use compressed air and vacuum to clean all residual toner from the hopper. Clean the foam delivery roller, located behind

the developer roller, thoroughly. Failure to do so can cause backgrounding. Clean the doctor blade with compressed air and a lint free cloth. Inspect the blade to ensure that no cloth fibers have adhered to the blade. Clean the developer roller sealing felts with compressed air (Fig. 12).



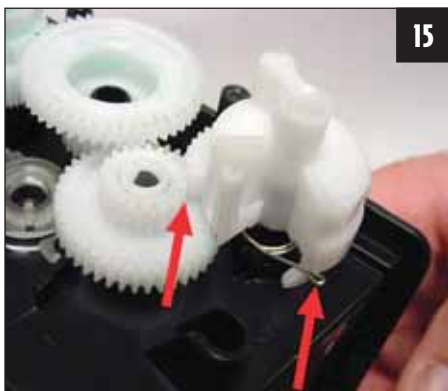
13

13. Clean all components and gears thoroughly. Fill toner with proper gram load and reassemble in reverse order (Fig. 13).



14

14. During reassembly the flag gear must be reset. Set the flag gear spring on the gear post (Fig.14). Set the small end of the spring on the slot on the gear post.



15

15. Place the flag gear on the post and position the spring as shown (Fig. 15).



16

16. Secure the end cap with two screws. Figure sixteen shows the correct position of the flag gear for resetting the printer (Fig. 16).



17

17. Install a developer roller cover for shipping (Fig. 17). **RCE**



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Remanufacturing the Samsung SF-560R Toner Cartridges

By Mike Josiah and the Technical Staff at Summit Technologies, a division of UniNet Imaging Inc.



Mike Josiah
VP Technical Services

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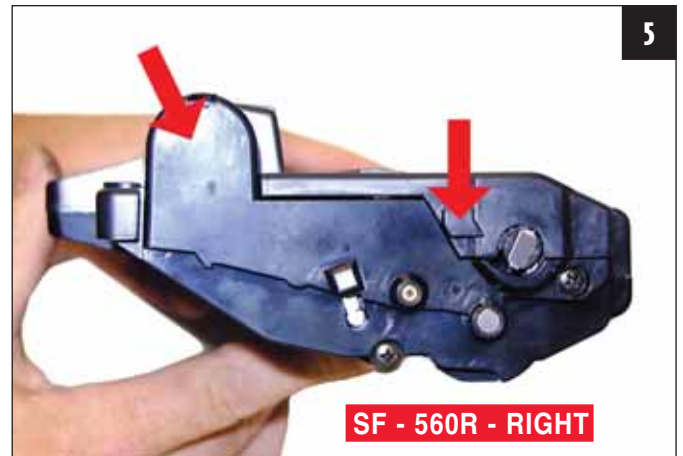
First introduced in May 2008, the Samsung SF-560R engine is a Laser based fax engine. These machines are fax only and come with a new cartridge, the SF-D560RA.

Samsung created a very confusing issue here with very similar machine model numbers. This has already proven to be very confusing to many people. The problem is that the older machines in this series have models numbers of SF-560 and SF-565P. These machines use cartridge # SCX-4216D3. The new machines have model numbers of SF-560R and SF-565PR and use a new and different cartridge the SF-D560RA. Besides being physically different enough so they do not fit into the other machine, the older SCX-4216 cartridge uses a fuse to reset the machine, and the SF-D560RA cartridges uses a new chip.

Figures 1-8 show the differences between the two cartridges.

As with most Samsung cartridge, these cartridges do not have a drum cover, and come new with a piece of heavy paper taped around the cartridge.

The standard cartridge (Samsung part# SF-D560RA) comes new with 90g toner, and is rated for 3,000 pages at 5% coverage. The starter cartridges that come with the machines however are only rated for 1000 pages.



REQUIRED TOOLS

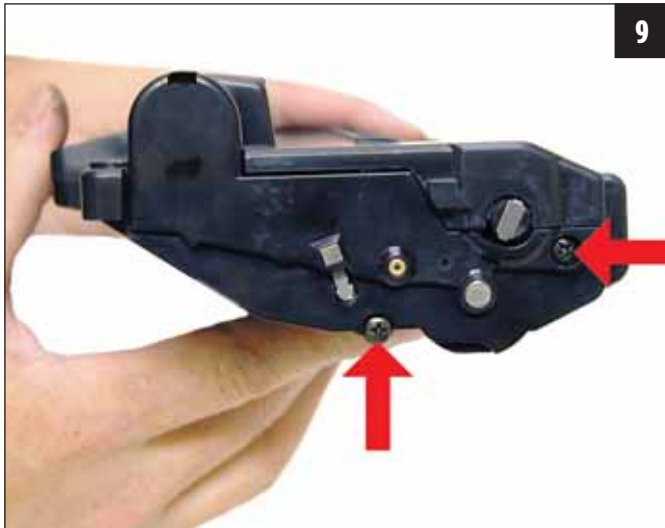
- Toner approved vacuum.
- Small Common screw driver
- Phillips head screwdriver
- Needle nose pliers

REQUIRED SUPPLIES

- 90g SF-560R Toner (Preliminary amount)
- Replacement chip (In development)
- New OPC drum
- Developer roller
- Cleaning blade
- Doctor blade
- PCR
- Conductive Grease
- Drum lubricating powder

DISASSEMBLY

1) Remove the two screws on the right side end cap. See Fig. 9



2) Pry up on the fill plug cover with a small jewelers screwdriver. Remove the end cap. See Figure 10



3) Place the cartridge with the handle facing up. Remove the 5 top cover screws. See Figure 11



4) Underneath the handle of the cartridge to the right and left, there are 2 plastic tabs GENTLY pry them up, and lift the back side of the cover up. See Figure 12

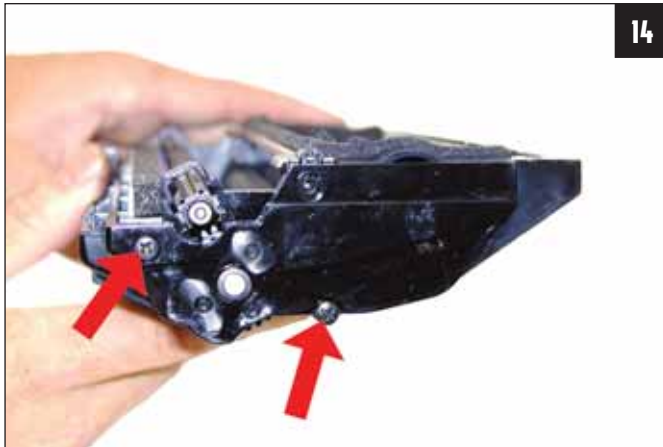


5) On the front edge of the cartridge, there are two more tabs. Press these two tabs in, and lift the cover off. See Figure 13



CAUTION: The upper half of the toner hopper is being removed. If there is a lot of toner left in the hopper, it can dump out all over! Vacuum the hopper clean.

6) On the remaining end cap, remove the two screws. Remove the end cap. See Figure 14



14

7) On the right side there is a series of gears under the end cap. Make a note of the location of each gear, and remove them. See Figure 15



15

8) Remove the PCR. See Figure 16



16

9) Clean the PCR with your normal PCR cleaner.

WARNING: Do not clean the OEM PCR with alcohol, as this will remove the conductive coating from the roller. If the PCR is an aftermarket, follow the cleaning methods recommended by the manufacturer. If the PCR is an OEM, we recommend it be cleaned with your standard PCR cleaner.

10) Remove the single screw on the PCR cleaning assembly and gently pry the blade up. Note that there are not any alignment tabs or posts to worry about. This PCR cleaner also has what can be considered a wiper blade. It is a very flimsy blade attached to the metal bar. Wipe this blade down with a clean lint free cloth before re-installing. See Figures 17 & 18



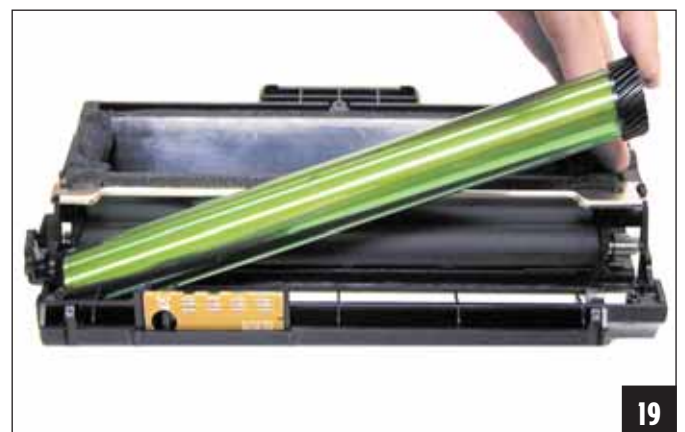
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18

11) It is very important that the PCR cleaner be cleaned. Vacuum or blow off any residual toner from the foam/felt.

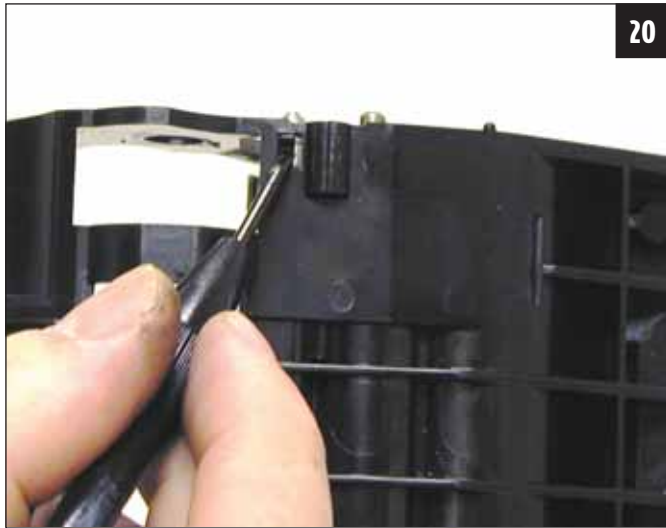
12) With the PCR Cleaner Assembly removed, the drum can easily be removed by lifting it out. See Figure 19



19

13) Clean out any remaining toner from the cartridge.

14) Press in on the bottom tab of the Developer roller plate (Right Side) to release it. See Figure 20



15) Slide the entire plate towards the edge of the developer roller cavity, and lift up. The Plate should come loose. You may have to remove the metal washer on the developer roller shaft to remove the plate. You can also just leave the washer and plate on the roller shaft if that's easier for you. See Figure 21



16) Remove the Developer Roller. Be careful not to damage or lose the flat washers on the roller. I left the plate and washer on the roller shaft here. See Figure 22



17) It is highly recommended that the Doctor Blade be cleaned. Failure to do so can cause streaking. The Doctor Blade can be cleaned without removing it. Dampen a cotton swab with alcohol, and clean the blade. Be careful not to press too hard and damage the blade. If the blade has a heavy buildup of toner on it, clean it with Acetone, and then alcohol. Replacement doctor blades are available if your blade is damaged or worn. See Figure 23



18) Replace the Developer roller, and flat washers. See Figure 24



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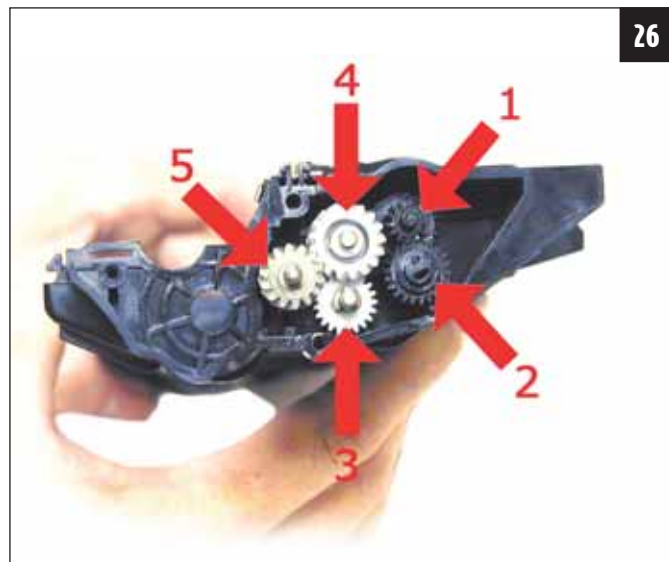
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19) If no grease is left on the gears and gear shafts, or it is contaminated with toner clean it all off. Replace it with white lithium grease. Be sure to clean and grease the gear shafts, and inside the gear.

20) Replace the roller plate and 5 gears. When installing the plate, do the opposite of how it came out. Keep it towards the front edge so that the small tab on top fits behind the wall of the cartridge. Look carefully at the picture of the gears. Each gear must fit in this exact way. The gears labeled in order of installation. See Figures 25 & 26



22) Install the PCR cleaner Assy. and screw. The right side of the assembly has fingers that fit into the cartridge wall. See Figures 28 & 29



21) Install the new drum in place. See Figure 27

23) Clean the conductive grease off the left side end cap and replace with fresh grease. Make sure the PCR fits correctly in its holder, and all the gears are aligned. Replace the end cap and two screws. See Figure 30



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30

24) Install the PCR. See Figure 31



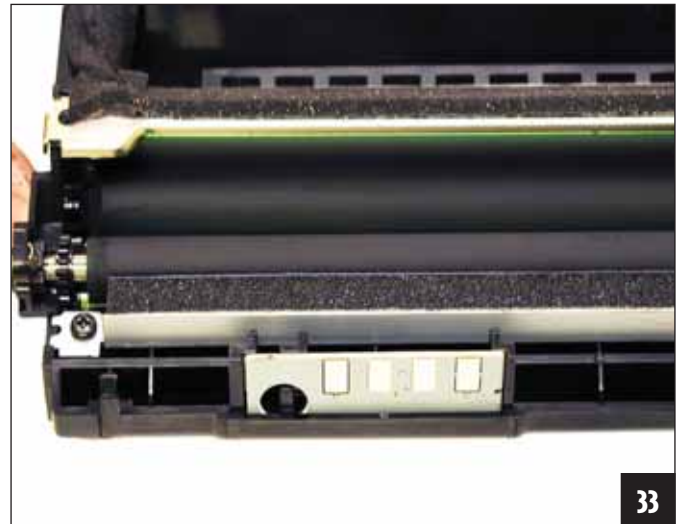
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25) Remove the fill plug from the top cover. See Figure 32



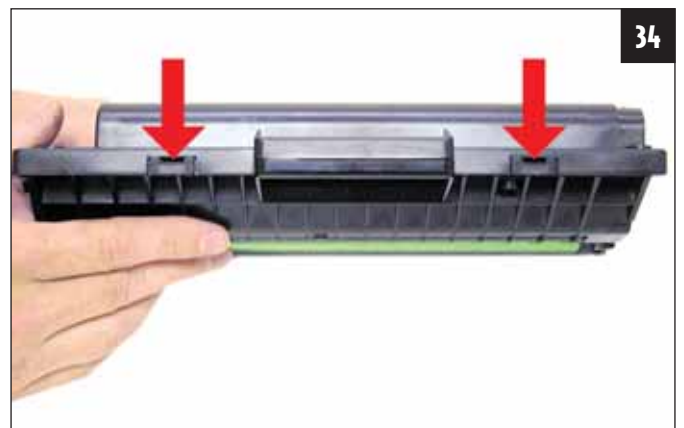
32

26) Replace the chip inside the top cover. See Figure 33



33

27) Carefully snap the cover on making sure all the tabs lock in place. See Figure's 34 & 35



34



35

28) Install the five screws in the top cover. See Figure 36



36

29) Fill the hopper with the SF-560 toner. See Figure 37



37

30) Install the fill plug, check for leaks. See figure 38



38

31) Install the remaining end cap and two screws. Make sure the top of the end cap snaps into place over the fill plug. See Figures 39 & 40



39



40

PRINTING A TEST PAGE

The best way to run test pages is simply to make a copy. Take a printed page with both text and graphics, and run a few copies.

MACHINE ERROR CODES

As with most of the newer Samsung models, the error codes are all in English and are self-explanatory. The biggest problems you will run into are paper jams, and a dirty scanner. Keeping the machine clean with periodic maintenance will take care of most of them. **RCE**





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TOSHIBA the 60th Series Analog Copiers – a Final Analysis or Which are the Most Common and Mind Scratching Problems in These Machines

By **VLADIMIR KAMENOV**



Eng. Vladimir Kamenov, PhD

Vladimir Kamenov, PhD, is a specialist in maintenance of various models of Toshiba copiers. He holds a master's degree in Precision Mechanics and a PhD degree in Applied Mechanics. His work experience includes part-time and full-time jobs as service engineer. He also lectures at the Sofia Technical University, Precision Mechanics Department, Office Equipment Specialty.

Contact:

Email:
vladokamenov@tu-sofia.bg
Tel.: +359887730384

After the detailed analysis of the models included in the Toshiba's 60th series copiers, comes the time to study the most common but hard to solve problems. By "hard" I mean that they are not necessarily explained in the service manuals, or the book mentions some code but doesn't explain the reasons that lead to it.

One more thing – always remember that the service documentation of any copier is written when the model was new. That is to say that the developers of the model didn't have the necessary feed back information about the model's weak spots. When a machine is new, you can stick to the manual. There is given all the needed data about the service life of parts, places for regular lubrication and so on. However most of the troubles starts when the copier becomes old – that is when the machine has made, depending on the model between 3 or 4 periodical maintenance services (according to the recommended copy count at which to perform them).

The reality is that if a copier is not properly maintained, all sorts of weird problems may occur and even the service manual won't help you. My advice: always perform proper periodical maintenance according to the rules I have given in the previous 4 articles about Toshiba copiers. The useful thing about always following a strict routine when maintaining a copier is that you get used to it and it is not a big effort anymore. Even more – the machine will "appreciate" it, I guarantee you that.

One more benefit is that when you perform these operations correctly, you memorize all the correct locations of parts, screws, wire connectors and harnesses etc.

From my experience I can tell you that is especially useful when you come to service a copier that you don't know. That is – you don't know what the previous service repairs were and you are not sure about their quality.

Believe me; I have seen all sorts of "weird" problems on machines I did not service from new. The solution to most of them was simply to put every part in the machine on its original location, to screw all the missing screws and to clean thoroughly the machine.

This was the description of the first group of copier problems. The second group concerns problem that occur regardless of the proper maintenance and periodically replaced parts. These problems are not described in the service manuals. They occur only after thousands and thousands of copies made on a copier. In some cases even the manufacturer didn't think that a certain part would wear at all!

THE BIG PROBLEMS OF SMALL COPIERS

Usually the lower class copiers suffer the most. In poor countries like some from East Europe, customers don't have money to buy a machine from the corresponding class according to their copying needs. They buy low segment machines, sometimes even second hand ones. They regularly overwork them and don't have the money to condition them properly. This leads to all sorts of failures, mainly mechanical, which can be avoided by proper diagnostics during periodical maintenance. The main purpose of this article is to describe these problems and give them a solution.

TOSHIBA 1350/1360/ 1370

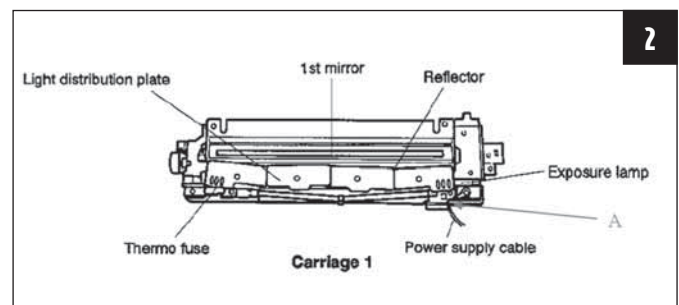
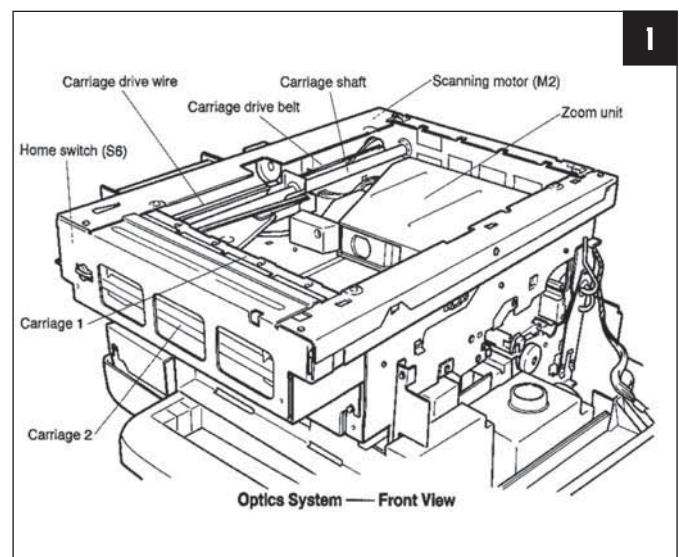


Normally this is a very reliable and tough small copier. In my field experience I've had least problems with these machines, even though some of them were overworked and the copy count was well over 300 000 copies. Given proper maintenance the consumable parts may live up to twice their predicted life. However there are some problems with these machines:

OPTICS MODULE

As shown on the pictures bellow, the optics module consists of 3 carriages. Carriages 1 and 2 slide on a carriage shaft. You should always check it and lubricate it if necessary.

Another very common and unpleasant problem, both for the service technician and the machine, is the exposure lamp power supply wire. Due to its design the wire is bent repeatedly during scanning of originals, as the carriages move. This leads to deterioration of the wire's insulation and after a while a short circuit directly into the main power supply unit, as the expo lamp operates directly on 220V AC. If this happens you will have to replace the wire, which is quite time consuming repair. If you are unlucky enough you will have to repair the main power supply unit too. To prevent this, always check this wire in spot A. Usually the crack in the wire is not visible, as it occurs on the underside of the wire.

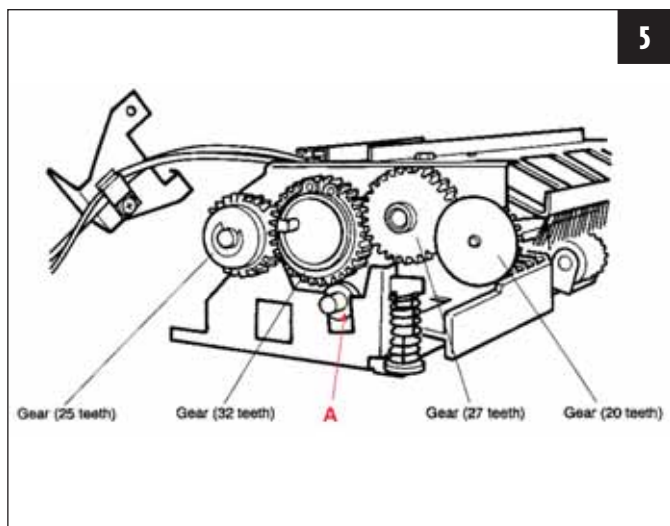


FUSER MODULE

Very often the service technician is called on site to repair a not fusing properly copier. Indeed the copy is not fused and the toner gets stained. This is due to the lower pressure roller coming off its support levers. The bearings A at the end of the roller fall of their supports when a miss feed in the fuser happens. The users pull violently and the roller falls off. The solution is simply to adjust the lower pressure roller bearings back onto their supports. And by the way – it is useful to clean and lubricate the cleaning felt.

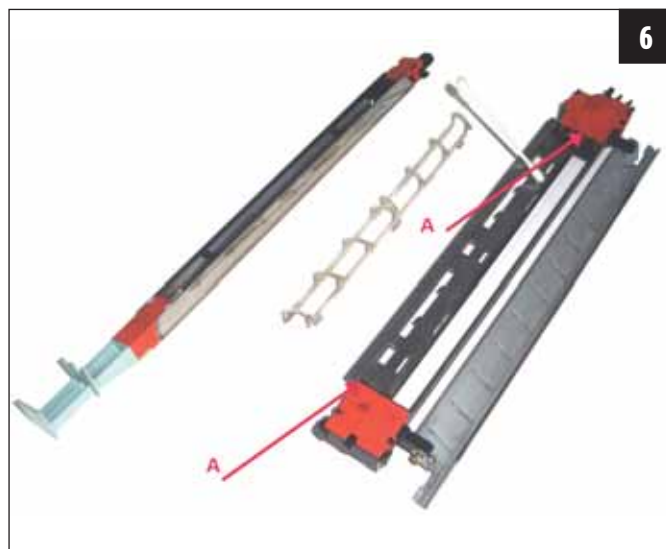


Another problem is the C7 code displayed on the copier's display and the service symbol flashing. This is a fuser temperature related problem. Often one would check the fuser lamp, the thermo fuse and the thermistor, but they will be all right. However the C7 code will still flash. The explanation is that sometimes the copier simply cannot reach the normal fuser temperature for the predetermined time. The copier counts each failure and when the count reaches 3, the C7 code is displayed. The solution is to enter 08 mode and to set the C7 counter to zero (code 89).



HIGH VOLTAGE RELATED PROBLEMS

Very often these copiers are not cleaned thoroughly. The transfer and separation corotron assembly collect a lot of dust, toner and developer material. As the time passes, these deposits form a conductive layer and a leakage occurs. This phenomenon happens around the corotron terminals A. The result is a faint copy or no image at all. The solution is to replace the terminals or to clean them and pain with nail-varnish. To check if there is still a leakage you can remove the process unit, block the interlock key and power on the copier with the front cover open. Enter the 05 adjustment mode and energize the transfer and separation corotron (codes 39 and 40). You should see the corotron wires glow in violet and if the assembly is operating properly, there wouldn't be arches from the wire to the terminals. Be careful not to touch the assembly during these checks.



Another similar problem occurs when you remove the registration assembly for cleaning. Often the auxiliary high voltage terminal C, located on the assembly gets broken. The effect is irregular and is visible as a faint and foggy copy. The solution is to replace the terminal or to glue it or to attach it with cable tie.

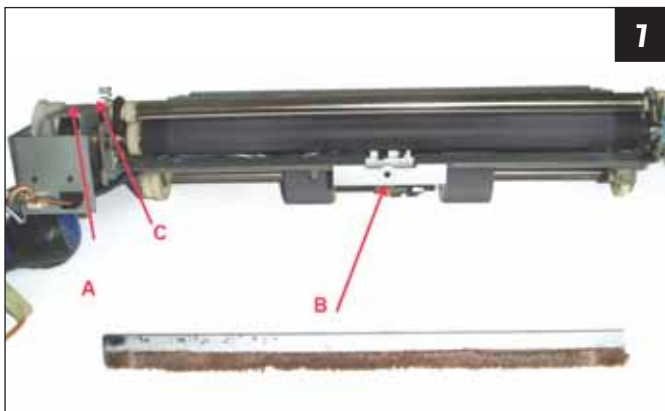
PAPER FEED PROBLEMS

Often after 100 000 or more copies, the copier experiences frequent paper feed problems. Don't hurry to change the feed tires. These are so durable, that even after 400 000 copies they are still like new. The problem is elsewhere. There are two electromagnetic clutches A located in the registration assembly. If the paper doesn't reach the registration rollers, you should clean or replace the feed clutch. You should also clean the one way bearing B, located between the two feed tires. Sometimes it sticks and doesn't transmit the torque from the electromagnetic clutch to the feed tires.

If the paper reaches the registration rollers but becomes rippled and jams there, the cause is still in the feed clutch. The situation is the opposite to the above. This time the clutch fails to disengage when it is turned off and creates resistance, which counteracts to the torque created by the registration clutch.

If the paper reaches the registration roller, but simply fails to proceed you should replace the registration clutch. In general, if you have doubts about these clutches, you can check them using the service codes 02 (feed clutch) and 03 (aligning roller clutch) in 04 service mode.

Turn the main motor (code 1 in 04 service mode). Turn the clutches on and feel them with your fingers, by trying to stop the feed and registration rollers respectively. They should transmit the torque steadily. More important – when you turn them off, they should immediately disengage the drive shafts.



TOSHIBA 1550

As I mentioned in previous articles, this model is the most loved and most hated among the service technicians. There are so many problems with this model, but if you catch them on time it is quite sure it will work for more than half a million copies and more.



OPTICS MODULE

Actually there isn't anything worrying about this module. The easiest way to look for the most common failure in these machines is through this module. Often clients complain about skewed copies and increased mechanical noise from the machine. This is due to broken teeth of the process unit holder. The holder is attached to the bottom of the optics module via two teeth A that protrude from the bottom. The problem is that these teeth age and break. When this happens the whole holder that supports the process unit starts to move back and forth. The copy is then skewed, but the worst is that the drive train in the main frame of the machine is not properly coupled with the gears of the module. This leads to excessive mechanical noise, wear and finally gears failures. The solution is to remove the holder. Inside it there is a wire harness attached to it by a plastic clip. Remove the clip and enlarge the existing hole so as it matches the hole on the bottom plate of the optics unit (right between the two teeth). Connect the holder and the bottom plate using a long screw and a nut. Thus the holder will never break again.



HIGH VOLTAGE RELATED PROBLEMS

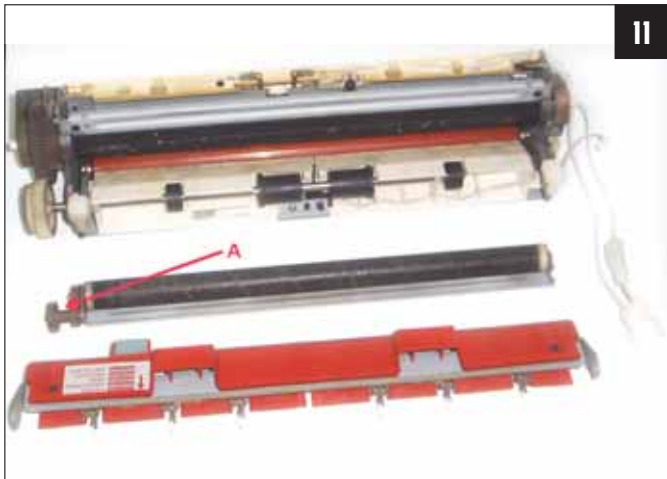
Again such problems are present in the model as well. The difference is that there the transfer/separation corotron module is built pretty reliable. The problem comes from the power supply terminal A, located in the rear of the machine, under the corotron assembly. Again paper dust, developer material and toner build up there, forming a conductive layer over time and causing leakage to the metal base of the machine. The result – copies with white patterns all the way of the front and rear edge of the copy, or put in another way – faint copies. The solution is only to replace the terminal. The nail varnish won't work here.



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FUSER UNIT

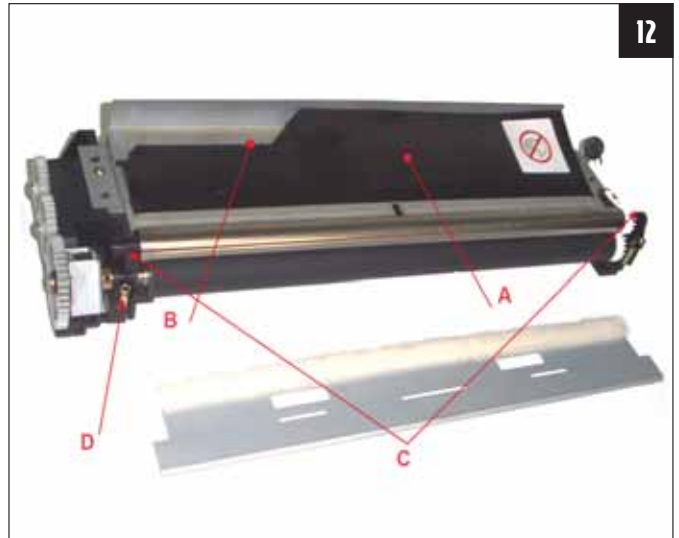
This is quite a durable module, given proper maintenance over time. However there is a gear A, which transmits the rotation of the heat roller to the cleaning felt roller. The gear is made from soft and quite rapidly wearing plastic compound. If you hear a sharp mechanical clatter from the module, the reason would probably be the gear is worn. Apparently you should replace it, but if, during periodical maintenance, you brush the teeth of the gear from the accumulated dust and clean with alcohol the gear's axle, it would last much longer. **NOTE:** never lubricate the teeth of this gear. This will only make it wear faster.



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REGISTRATION MODULE

This is quite a problematic module. First of all often clients complain about paper jams in this module. The first thing is to ask them to look under the black mylar sheet A, on top of the module. Under this sheet there are several clear plastic guides B for the copy sheet. If there is an object there blocking the paper path you should remove it. Another possibility is that some of the guides are displaced and set above the metal plate instead under it.



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Further the reason for skewed copies can be in this module. At both end of the registration roller, there are two levers C, which press against each other the upper and lower registration rollers. The force to press them comes from two very stiff coil springs D. Stiff the springs may be, but the hooks on the upper levers are not. They break and the rollers are not creating enough friction to transport evenly and align the coming sheets of paper. One solution is to "fix" the problem by boring holes in the upper levers and hook the springs there. I wouldn't recommend this. In short terms this solution works, but as you hook the springs on higher position you also over extend them and in long terms they loosen and the initial skew problem reoccur. The right solution is to simply change the broken upper levers. **NOTE:** Be careful when you attach the springs to the new levers – they are just as fragile as the old ones. Toshiba never learned its lesson with these parts.

DEVELOPER MODULE

Finally we come to the notorious even dreadful module of this machine. Most service repairs are done on this module. Almost every part of it is prone to failure. We will start with the construction of the module, shown on the figure. It is important to note that the described bellow problem occur after 200 000 or 300 000 and more copies. Even if you carefully inspect this module every time you make periodical maintenance it will still cause you troubles in future. However it is useful always to check the mechanical operation of the module by rotating the module's input gear in the direction noted on the developer roller axel fixing plate. The gear should rotate relatively smoothly without too much torque required.

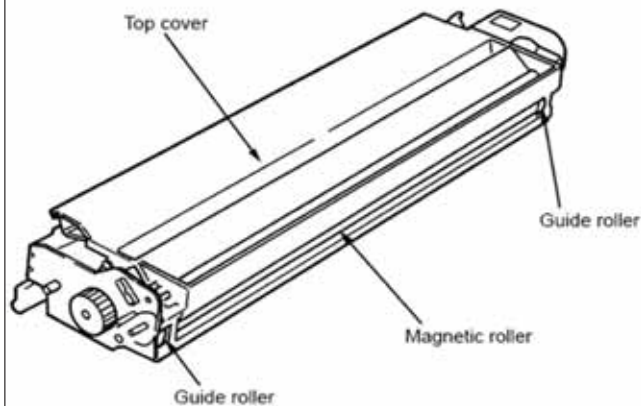
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DEVELOPER MAGNETIC ROLLER

After about 400 to 500 thousand copies this roller may lock, causing all sorts of gear failure all the way to the main gear drive in the main frame of the machine. The reason for that is in the construction of the roller. It consists of a aluminum sleeve, mounted via bronze bearing to a central axle. Inside the sleeve, the axle consists of a metal rod and segments of long magnets glued to it in a circular pattern. Over time some of these magnets unglue them selves and fall inside the sleeve, acting like edges and locking the relative movement of the sleeve to the still axle. The only working solution is to change the developer roller. This leads us to the second problem:

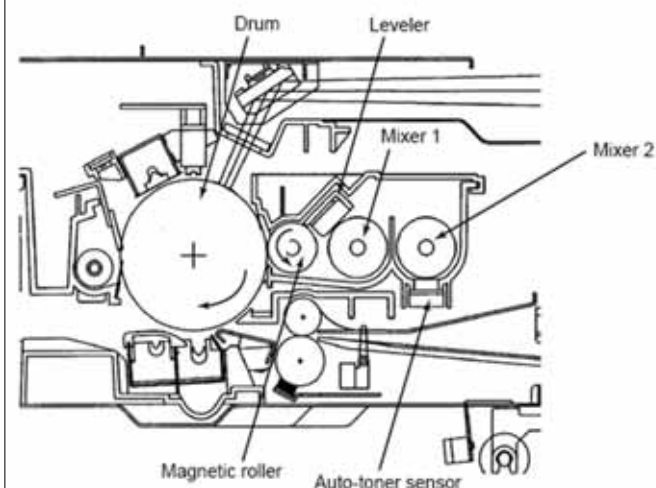
LEVELER

Many technicians overlook the importance of proper setting of the thickness of the developer layer on the magnetic roller. In Toshiba copiers it is critical!!!! The thickness of the layer is specific for each model. For 1550 it is 0.45mm. The thickness is achieved by measuring the gap between the leveler and the magnetic roller by thickness plates:

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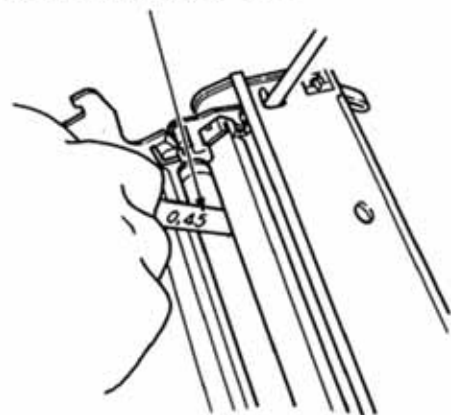


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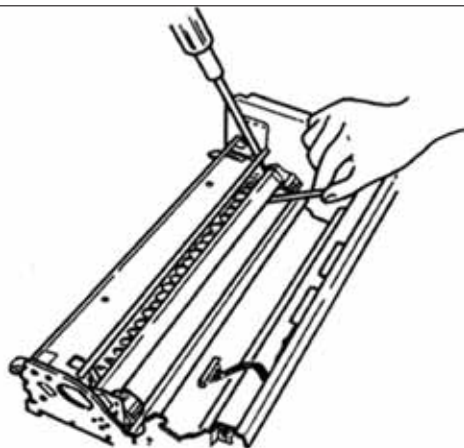


16

Doctor sleeve jig, Step "0.45"



17





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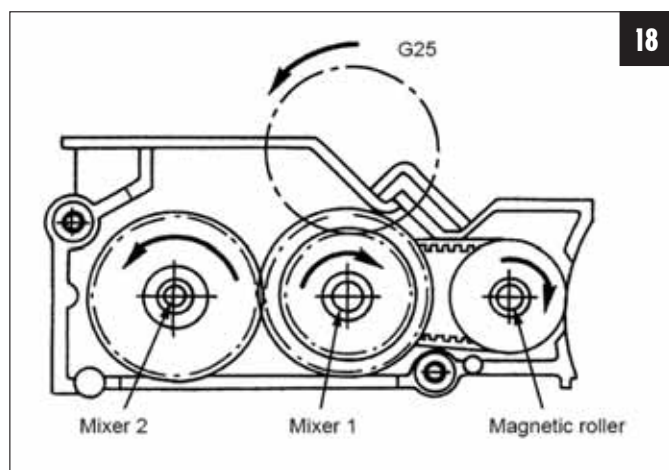
www.R3Publications.com

The reason for that strict tolerance is that if you increase the gap too much, the developer brush will reach the OPC drum surface and polish it, destroying the photo sensitive layer. Also the increased thickness will lead to increase in the torque required to drive the module. This in turn leads to excessive wear in the drive gears and tooth belts. The opposite case – decreasing the gap too much may lead to failure to form developer brush on the surface of the magnetic roller at all.

MIXERS

Another reason for increased torque needed to drive the module is the developer mixers. Their role is to stir the developer material in the developer container. They receive torque through the drive gears of the module. However part of them must be outside the module in order to receive movement and the other part must be inside to actually stir the developer. In order to achieve this seals must be used. They are mounted in the side walls of the developer container. After the seals there are bronze bearings on each side of the mixers. After 300 000 or so copies these seals start to leak and the problems begin. If you do not replace them immediately, the space between the seals and the bronze bearings will fill with developer material. The bearings are pushed away and press the mixers drive gears into the side metal walls of the module, causing it to block. Furthermore the developer material acts like a grinder and can decrease the diameter of the mixers shafts, which are in contact with the bearings. Once this happens the mixers are no longer fixed and the drive belt of the magnetic roller starts to loose grip.

In conclusion all of the drive gears and belts in the module are endangered of excessive wear and failure. The drive train is shown on the figure below:



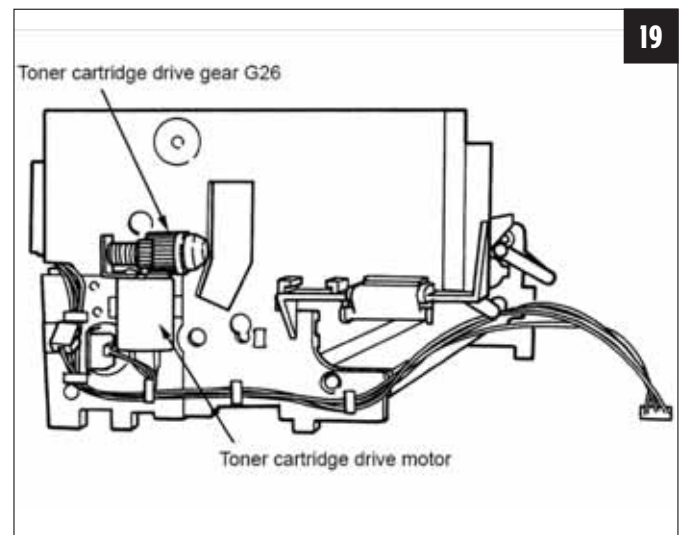
ROLL GUIDES

These are another dreadful parts made from Toshiba. The guide rollers have the specific role of keeping the developer roller at just the right distance from the OPC drum so as to ensure both optimal development of the latent image on the

drum and to prevent the developer brush from coming into contact with the drum. If this happens the OPC drum will be very quickly ruined by the scouring action of the brush. Sadly this happens very often in these machines. For unknown to me so far reasons these rollers wear (decrease their diameter) after three or four periodical maintenance services and ruin the OPC drum. One solution is to replace them often, but they are quite expensive. Another solution is to produce them in a machining shop from a more durable material.

LOW TONER CONCENTRATION IN THE DEVELOPER MODULE

The most exotic problem I have experienced with this model is the faint copy produced by the machine, which I determined was caused by a very low toner concentration in the developer module. Sometimes due to power surges, copiers tend to forget some of their critical adjustment values such as the auto toner sensor output signal level. Usually performing the auto toner sensor adjustment solves the problem and the “add toner” symbol disappears. However sometimes there is toner in the toner cartridge. The auto toner adjustment is made, the sensor itself is working properly and again after several hundred copies the copier still shows the add toner symbol. Upon inspection the developer material is almost stripped off toner. The solution to this phenomenon turned out to be a faulty toner cartridge. The drive shaft through which toner is supplied to the developer unit was blocked and the toner supply motor couldn’t rotate it. At first glimpse, this was not so obvious, because the toner motor has a preventive mechanism for just such occasions – drive gear G26 has a failsafe spring into itself, which disconnects the toner cartridge from the toner motor without causing the mechanism to rattle. The construction of the supply mechanism is shown on the figure:



An the conclusion is that your clients should always check the proper operation of each new toner cartridge before installing it, by turning its output shaft by hand. **RCE**

It Is Summer and, Probably, it is Time to go Back to School!

RechargEast University summer courses in Bulgaria: we start off with Bulgarian



This summer RechargEast Magazine accomplished the idea of a summer school for professional and new techs willing to improve their skills in printer and copier maintenance. Having listened attentively to the opinion of numerous techs from Eastern Europe and CIS countries, complaining about certain lack of due experience in printer and copier maintenance, our magazine decided to fill this gap in knowledge out by organizing open specialized summer courses.

The summer school for technical specialists opened its first master-class on July 28 at 10 AM, when the first 14 students from Bulgarian remanufacturing companies took their seats in the class room.

What is this whole summer school about? – you may ask us.

First, it should be noted the main objective of the summer school is to offer a possibility of acquiring new knowledge and practical skills in the area of printer and copier maintenance as well as having a good rest on the Bulgarian picturesque seashore. All courses are held at the beautiful village St. Konstantin and Elena, which is located closely to Varna, the pearl of the Bulgarian Black Sea Riviera, famous for its beaches, attractions as well as its active summer social life.

The summer school includes the complete course for copier and printer maintenance and repairs, which is held in Bulgarian, Russian, Romanian and Czech languages. The first course in Bulgarian started on July 28. Besides its solely educational purpose, this course even attracted sponsors - ATS Bulgaria from Sofia and TNC from Plovdiv presented its advertising materials and technical information to all the students.

To the organizers' surprise one of the Bulgarian students turned out to be a 20-year experienced tech from a local company. Despite his expertise and experience, his words to the question why the course had attracted him, were: "...Thank you for organizing this course, which not only allows to refresh your skills but also motivates to learn from colleagues and trainer'. He also added the location and time for the course were rightly chosen, which is extremely important for studying and having a good rest.

Here are the words of Georgi Alexandrov, ATS Bulgaria, one of the sponsors of the Bulgarian course: "We are pleased to have been invited to sponsor the course. As a distributor of parts and printing devices we are interested in the growth of the industry, which can be only reached by professionalism of technical staff. We are always ready to help new and existing techs by providing supplies and information. I see a lot of new people at this course and I will be glad to meet them and start partnerships..."

Another pleasant fact of the course in Bulgarian was the activity of local remanufacturing companies in recruiting the students. Their offers were highly attractive and interesting.

Photos of the first day of the course in Bulgarian are presented below. The students will have 4 more days. Upon the successful completion of the course they will be awarded certificates, stating their practical and theoretical skills.

A similar course in Russian will be held between August 25-29, 2008, in St. Konstantin and Elena, Bulgaria.

*All information about the course held in other languages is available at www.rce-university.com **RCE***

News from Eastern Europe:

CEE

----> *TNC / Bulgaria*

Toner and Chips for HP CB435A and CB436A Cartridges

TNC presented its clients a new complex solution for remanufacturing HP CB435A and CB436A toner cartridges.

The solution from TNC includes:

- Bottle - 60 g toner + chip for CB435A
- Bottle - 80 g toner + chip for CB436A

www.tnc.bg

CEE

----> *Biurox / Poland*

Toner for Lexmark C522/530

Biurox announced the beginning of sales of toner for Lexmark C522/530 cartridges. The toner is offered in tubes: 100 g Black, 95 g CMY.

Cartridge for Samsung CLP300 with chip

Biurox announced the beginning of sales of compatible cartridges for Samsung CLP300. The cartridge is supplied with a compatible chip.

www.biurox.com.pl

CEE

----> *Blackpoint / Poland*

New Cartridges for Laser Printers Samsung from Blackpoint

Blackpoint started selling new cartridges from the series of Black Point Plus cartridges meant for Samsung printers. Thus, Blackpoint increased the number of cartridge models offered for Samsung devices up to 10. As Pawel Matwajow, development manager of the company, stated, the new launch of products for Samsung printers allows increasing the number of alternative cartridges for printing devices of this vendor at the local market as well as saving on printing supplies.



Black Point Plus cartridge.
Yield: 3800 pages
Compatibility: Samsung SCX-4016, SCX-4216F



Black Point Plus cartridge.
Yield: 3800 pages
Compatibility: Samsung SCX 4200

CEE

----> *Happy Print / Russia*

Non-interrupted Printing

It is difficult to imagine a large office without printing and copying equipment as a lot of documents need to be printed every day. Today businesses pay a lot of attention to the print quality. Still, it is hard to believe any printing device can work flawlessly for long. Almost anyone of us knows that sometimes it is very frustrating that while printing out a very important document to be urgently presented to the management the printer either jams the paper or makes long streaks all along the page or even refuses to turn on. Such unpleasant situations may occur to any printing device as there is no vendor nowadays, who could guarantee life impeccability for its products.

When buying a printer even for home use, the client believes the buy will diminish the number of problems. But in reality it turns out the user is to become a specialist in printers as he needs to understand what the problems with his printer are. In office environment, the problem is more acute as dysfunctions may happen oftener. In the worst case by falling out of function a defective printer may cause workflow stops, loss of money and time as well as clients.

Thus, Happy Print offers a solution to maintain constant document flow in a company. The priority here is to offer a complex approach. Customers transfer all printing issues to the professionals of the company.

Now there will be no more lectures from service centers as to how difficult it is to find and replace a part. There will be no need to be worried about when to add toner or change fuser film. Happy Print supplies its customers with all necessary parts and service with a warranty that the customer will not be facing future unforeseen delays in the document flow in the company.

Happy Print announces that an agreement with their company guarantees constant and uninterrupted printing and offers the following options:

- The maximal time of repairs in the service center is 5 hours;
- The payment is one month after the service was accomplished;
- Fixed prices;
- Free delivery;
- Constant availability of all necessary parts and supplies;
- On-place repairs done by the company's specialists all over the region;
- Work with a personal manager;
- 24h / 7 day customer service
- Discount policies.

www.happyprint.ru

News from Eastern Europe:

CEE ----> **IRWIN | Russia**

New Chips are Available

Irwin announced new resettable chips for Samsung CLP300/Xerox 6110 (24C02 chip), SHARP AR-016T, AR-152, AR-202, AR-270T and Xerox WCP 423/428 are available now. Chips for Sharp and Xerox are assembled on Xerox90 chip base, that is, they are similar to the original ones and are ready for immediate use.

Seals for toner cartridges.



Irwin announces the availability of seals for toner cartridges made by the company. The seals were tested and are used by the company's partners in the process of cartridge remanufacturing.

www.refilling.ru

CEE ----> **SINT | Ukraine**Testing Results for
STARTPRINT Toner

SINT-master organized tests for its START PRINT toner in order to identify its competitive properties as well as its qualitative components in comparison with similar OEM toners.

The results of the tests showed Startprint toner is not worse and sometimes is much better than its OEM counterparts, especially as for yield at the same optical print density.

The tests were accomplished on HP 1000/1200/1300, Samsung 1710, HP 1010/1012/1018/1020/1022, HP 1100 / 5L/6L, HP 1160 /1320 printers.

www.sint.ua

CEE ----> **Bulat | Russia**Toner for HP LJ P1005 and
P1505

Bulat announced the start of shipments for toner for CB435A and CB436A cartridges in the country. A new generation chemical low temperature toner is used in this type of cartridges. Bulat offers exactly the same toner:

- HP LJ P1005 65g Bulat
- HP LJ P1505 80g Bulat (P1505n/M1120/M1522n/1522nf)

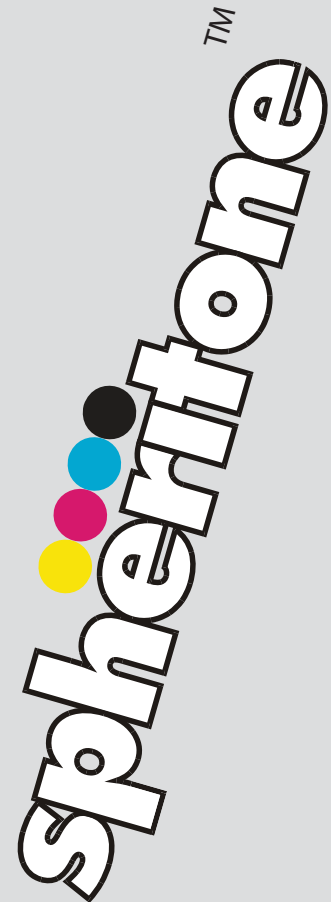
The use of "old" toners leads to numerous defects such as insufficient density and bad adhesion. Besides it, there might be spills in the waste toner tank. Bulat toners for P1005 and P1505 do not have the above drawbacks. The new toners guarantee high density and yield similar to OEM.

www.bulatgroup.ru

CEE ----> **Anmado | Romania**Resetting of Chips for Various
Cartridge Models

Anmado offers chip resetting service both for cartridges and drum and fuser units. The company specialists do successful resetting for chips for over 50 cartridge models. The company also offers chip resetting services, which are beyond the said list of models. For that the specialists need to have a similar new cartridge or chip for reading the original information off the chip.

www.anmado.ro



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Fax: +49 (0) 211 53067280

E-mail: hlehmann@cbc-de.com



CEE

----> VM / Ukraine

Barva Changes Its Package Design for A3 Paper

The Kiev-based group of companies V.M., owner of Barva brand, announces about the transfer of its Barva A3 paper to new environmentally friendly package.

The new package is already in place. The most popular Barva A3 90g paper for inkjet printing is offered in newly designed package. The general information on the label was not changed; it is now presented on a separate tag on the lower part of the box.

All other types of Barva A3 paper will be sold in the newly designed package until the end of the current year. The new box is designed from environmentally friendly cardboard, which protects paper from defects and damage.

www.vm.ua / www.barva.ua

CEE

----> VM / Ukraine

ICC-profile for Printing on Barva Paper

The R&D department of the group of companies V.M. from Kiev, Ukraine, started producing ICC-profiles for all types of Barva and Patron (company-own brands) imaging supplies. The profiles are meant for color correction on digital photos printed on inkjet printers.

The website www.barva.ua already has the first 50 profiles for Epson Stylus Photo R220, R270 and R290 printers along with the instructions of how to install and use them.

V.M. also plans to produce ICC-profiles for both Patron cartridges and inks as well as for Patron CISS, Print-Rite cartridges and OEM cartridges. The company will also offer customized ICC-profiles.

www.vm.ua / www.barva.ua

CEE

----> Worldwide Manufacturing, E.D. / Ukraine

100*150 mm Photo Paper Samples in 5-sheet Packs

Worldwide Manufacturing, E.D. offers a new product – 5-sheet samples of the most popular types of 100*150 mm photo paper.



For users used to large printing volumes, new compact packs of A4 and 100*150 mm photo paper are in availability.

www.wwm.ua

CEE

----> Worldwide Manufacturing, E.D. / Ukraine

Mitsubishi Toner for HP P1005/1505/2015

Worldwide Manufacturing, E.D. offers new toner from Mitsubishi Kagaku Imaging Corporation for HP P1005/1505/2015 printers.



www.wwm.ua

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WORLD

----> Hi & Bestech / Taiwan

Hi & Bestech Releases First to Market Chip for HP CP1215/ 1515N Color Toner Cartridges

Hi & Bestech Company announces the release of the first to market CHIPS for HP CP1215/ 1515N color printer toner cartridges' chips as below:

HP Cp1215/1515N Black chip ---- page yield 2.2K; toner cartridge #CB540A

HP Cp1215/1515N Cyan chip ---- page yield 1.4K; toner cartridge #CB541A

HP Cp1215/1515N Yellow chip ---- page yield 1.4K; toner cartridge #CB542A

HP Cp1215/1515N Magenta chip ---- page yield 1.4K; toner cartridge #CB543A

HP CP 1215/1515N is HP's most affordable color laser printer with the following quick facts:

Print speeds of up to 12 pages per minute in black and 8 pages per minute in color.

- First page print out: get the first color page in less than 24 seconds (26 sec. For HP CP 1515n)



HP CP 1215 printer

- Processor : 264MHz (450 MHz for HP CP 1515n)

- Resolution : Up to 600 x 600 dpi; HP ImageREt 2400

- Monthly duty cycle: Up to 25,000 pages monthly (30,000 for HP CP 1515n)



HP CP 1215/1515N chip

chips for our RE-industry," said Alvin Hsu, sales director of Hi & Bestech.

www.tonerchip.com

WORLD

----> Hi & Bestech / Taiwan

Hi & Bestech Company Adds New Chip for Xerox Phaser 7400 Color Laser Printer

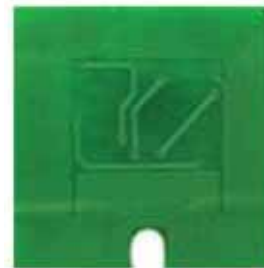
"Hi & Bestech company adds new compatible chips for Xerox 7400 color laser printer. Thanks to our R&D staff special design, our chips are working worldwide" said Alvin Hsu, sales director of Hi & Bestech.

The Phaser 7400 is Xerox's new color laser printer with printing speed up to 36 ppm (color printing) and 40 ppm (monochrome printing), 12 seconds first page-out time and monthly duty cycle up to 150,000. This printer offers many features that reduce costs, save time and enhance productivity for the end user. The chip is suitable for the toner cartridge numbers 106R01077, 106R01078, 106R01079, 106R01080 (all colors, 18K yield)



Xerox 7400

www.tonerchip.com



Xerox 7400 Chip

WORLD

----> Printchip / UK

New Chips from Printchip

Printchip announced the launch of new chips for OKI machines. The company also announced the releases of Samsung CLP-350 and OKI B4400 / B4600 Chips.

www.printchip.net

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MSE Expands Compatible MICR Cartridge Offering

Micro Solutions Enterprises (MSE), the industry leader for quality compatibles, expands their broad MICR product line to include five compatible replacement cartridges for Source Technologies, IBM, Lexmark and HP.

MSE's latest Source Technologies compatible MICR cartridge yields an average of 15,000 prints at five percent coverage and is compatible with ST 9550 as well as the IBM Infoprint 1532, 1552 and 1572 models. The MICR compatible for Lexmark's 64035HA is compatible with T640, T642 and T644 printers and also yields an average of 15,000 prints at five percent coverage. MSE also released 2 additional models to their HP compatible MICR line including the high yield LaserJet P3005 series and the P2015 series with average page yields of 13,000 and 3,000 respectively.

"Many people are surprised to see the depth of our MICR product line," said Yoel Wazana, President. "We now offer more than 140 compatible MICR SKUs across 15 different manufacturers and what makes our MICR unique is our in-depth understanding of this MICR technologies as well as our Quality Assurance.

Each MICR toner cartridge manufactured by MSE is tested by printing checks which are then tested for signal strength and qualified with a check reader similar to those used in banking institutions.

Micro Solutions Enterprises (MSE) is an STMC Compliant Company utilizing ISO 19752 quality testing along with patented technologies to manufacture a full line of high-quality compatible toner cartridges, MICR toner cartridges, inkjets and thermal transfer ribbons. MSE's manufacturing capacity exceeds 300,000 toners and 500,000 inkjet cartridges per month. The company owns and operates 285,000 square feet in California and Pennsylvania as well as additional distribution facilities in Canada, the Netherlands, Brazil and Israel. MSE offers full solutions for outsourcing, private labeling, private packaging, and blind drop shipping. The company also offers award-winning sales training, marketing materials and additional value-added services.

www.mse.com



WORLD

----> MSE / USA

MSE Releases Compatibles for Canon ImageClass MF 5530 (X25)

Micro Solutions Enterprises (MSE), the industry leader for quality compatibles, is now manufacturing compatible cartridges for Canon ImageClass MF 5530 (X25) multifunction laser printers.



MSE's compatible Canon X25 toner cartridge replaces OEM# 8489A001AA, is compatible with ImageClass MF 5530, 5550, 5730, 5750 and 5770 printers and provides an average yield of 2,500 prints at 5% coverage.

"We follow Canon's technology very closely because of their relationship with Hewlett-Packard", remarked Avi Wazana, CEO. "The X25 cartridge is our latest release to our broad mix of Canon compatibles. We have more than 50 high quality canon compatibles for today's popular models including monochrome, MICR and color toner products."

Micro Solutions Enterprises (MSE) is an STMC Compliant Company utilizing ISO 19752 quality testing along with patented technologies to manufacture a full line of high-quality compatible toner cartridges, MICR toner cartridges, inkjets and thermal transfer ribbons. MSE's manufacturing capacity exceeds 300,000 toners and 500,000 inkjet cartridges per month. The company owns and operates 285,000 square feet in California and Pennsylvania as well as additional distribution facilities in Canada, the Netherlands, Brazil and Israel. MSE offers full solutions for outsourcing, private labeling, private packaging, and blind drop shipping. The company also offers award-winning sales training, marketing materials and additional value-added services.

www.mse.com

WORLD

----> Oasis Imaging / Netherlands

Oasis Introduces Solution to Low Yield on HP 9000

Oasis Imaging Products introduced a new toner that exceeds the OEM stated yield for the HP 9000 Laser Jet Printer. This was in answer to customer demands to provide a high yielding quality toner to able to meet the page counts needed to make this an efficient and profitable cartridge to remanufacture.



The new High Definition HP 9000 Toner when matched with our OPC Drum will deliver 20% above OEM stated yields, making this toner one of the higher yielding products available in the aftermarket. Along with a Black Image Density of 1.5, and receiving an "Excellent" rating on Fusing, Character Fill, Resolution, Print Offset and Uniform Density. The statistical testing on the HD 9000 Toner from Oasis clearly shows that it is the BEST on the market.

The Oasis HD 9000 Toner is one of the great successes rolled out in the first half of 2008, and we look forward to upcoming products that will provide the Remanufacturing Industry the best quality on the market.

To order, or for more information about replacement products offered by Oasis for the Hewlett Packard family of printers, contact your Oasis office at +31 24 3882233 or visit www.oasis-imaging.com.

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WORLD

----> OCP | Germany

VTT Ltd., Moscow, New Exclusive OCP Distributor for Russia

After more than 10 years successful presence in the Russian market, OCP GmbH (Hattingen) and VTT Ltd. (Moscow) have signed on June, 18th 2008 an exclusive distribution agreement for OCP inks for the territory of the Russian Federation.

Sergeij Khazankin, Development Director of VTT, emphasized that OCP inks are for years a dominating part of VTT's range of inkjet supplies. "The decision for choosing VTT as exclusive partner in Russia proves our excellent experience with VTT over the past ten years", Michael Geiger of OCP confirmed.



Sergeij Khazankin, Development Director of VTT, and Michael Geiger, Sales Director of OCP after signing the co-operation contract in Moscow

Vera Korelova, Product Manager of VTT, and Ilia Farber, Salesman of OCP, have designed a new strategy to approach the Russian inkjet supplies market with an innovative program, starting September 1st 2008. "With this new concept, VTT and OCP will not only keep their leading position for inkjet inks and supplies in Russia, but have the tool to also gain new business and potential customers", Ilia Farber is convinced.

The excellent reputation of VTT and OCP within the hardcopy supplies business is one of the keys to let the new strategy be a great success. While OCP's "inks of finest quality" are famous for the superior print quality and performance, VTT's has an excellent network of nine own sales and support centers and 16 sales representatives in all major regions of the Russian Federation.

For details about VTT and OCP please visit the companies' websites: www.vtt.ru and www.ocp.de

WORLD

----> Static Control | UK

Static Control Engineers Describe Potential Problems When Remanufacturing the HP®2600

Static Control engineers have identified numerous possible problems for remanufacturers regarding the HP®2600. For each of these potential problems a quick and simple solution is usually available.

THE DESIGN OF THE HP®2600

It is important to note that many issues concerning the remanufacturing of the HP®2600 are not necessarily aftermarket product related or something done incorrectly in the remanufacturing process. It may simply be a design issue with the HP®2600.

When disassembling the HP®2600 the remanufacturer will notice a number of unique features. A small mylar film is mounted on the doctor blade and pointed toward the developer roller, either above or below a black plastic mounting bracket. Occasionally a second mylar blade can be found mounted to the top of the doctor blade stamping. A piece of felt will also be found above the developer roller sealing blade. These are all preventative features that HP has put into place to aid in the charge and movement of the toner.

Prior to conducting any internal qualification testing on COLOUR CARTRIDGES, including the CTL Replenishment System™, Static Control recommends a new chip be installed. Alternatively, a forced calibration, which is complicated, can be done. Static Control recommends for simplicity the use of a new chip.

When post-testing cartridges Static Control recommends the use of a mule chip. A mule chip is a chip that can be used numerous times for testing purposes. For more information regarding qualification testing or post testing, remanufacturers can refer to the Static Control website or speak with the technical support team.

By following the technical tips below and Static Control's remanufacturing instructions, remanufacturers should be able to consistently turn out a quality remanufactured HP®2600 toner cartridge.

ADHESIVE CAULK

A small amount of acrylic-based adhesive caulk on the side of the OEM hot melt of the wiper blade and on top of the OEM hot melt on the doctor blade will help keep leaks to a minimum. On the hopper it is recommended to bead the adhesive caulk from the top of the developer roller end felt to

the top of the OEM hot melt. Silicone-based caulk should not be used: it out-gasses as it cures, and the fumes released can potentially damage drums and clump and fuse toner.

FELTS

The end felts of the hopper and waste bin are important on all colour cartridges. It is the felts that keep the toner from migrating beyond the edges of the developer roller. If the felts have a glossy and/or smooth appearance to them, the use of a flat-blade screwdriver is recommended to "fluff" them back up. This will enable the felts to seal better.

DOCTOR BLADE GAP

Proper positioning of the doctor blade in the HP Color LaserJet® 2600 plays a critical role and, when set correctly, provides improved image density and reduced backgrounding.

To assist customers with proper HP®2600 doctor blade installation, Static Control offers an installation jig that consistently applies even pressure across the entire width of the doctor blade. This helps to minimise the risk of the doctor blade wrinkling at installation.

Static Control's gapping strip sets the precise position between the doctor blade and the developer roller for improved image density and significantly reduced backgrounding. Remanufacturers will achieve the exact same gap with each cartridge quickly and easily and see improvements in print quality.

PROPER LUBRICATION

Yellow toner applied to the working edge of the wiper blade will help lubricate the wiper blade during the initial drum rotations of the remanufactured cartridge. Also, it should be ensured that the wiper blade contact is not bent.

CLEANING THE DOCTOR BLADE

Proper cleaning of the doctor blade in the HP®2600 is critical to ensure good print quality. Care must be taken while wiping the surface so as not to damage or bend the corners. Too much pressure or uneven pressure while cleaning the doctor blade could cause print defects such as vertical streaks on solid prints. Static Control recommends cleaning first with 99% isopropyl alcohol, lightly followed with distilled or de-ionised water and blow drying.

Note: After removing the toner build-up, the working edge of the doctor blade will remain discoloured from the toner. No attempt should be made to remove this discolouration or the doctor blade could be damaged.

CLEANING THE PCR

Improper cleaning of the PCR can result in false backgrounding or vertical lines. It should be cleaned with 99% isopropyl alcohol to ensure all toner additive is removed.

CLEANING THE DEVELOPER ROLLER

The developer roller must be cleaned only with compressed air and a dry, lint-free cloth. If fluids are used to clean the developer roller, the necessary surface texturing could be removed.

REMOVAL AND INSTALLATION OF THE WIPER

One contact joins both the PCR and wiper blade. The end leading to the wiper blade, if damaged, can cause print defects. To prevent damage, the contact side of the wiper blade should be removed first. When reinstalling, installing the drive side of the blade first, then laying down the contact side will prevent bending of the blade contact.

Static Control engineers stress the importance of following the remanufacturing instructions exactly in order to greatly minimise any potential problems.

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WORLD

----> Static Control | UK

Static Control Qualifies All HP®1320 Products for Use in Canon® LBP-3310

Static Control's recent qualification of all HP®1320 primary and secondary products for use in the Canon® LBP-3310 allows remanufacturers to quickly and easily incorporate these cartridges into their business.

All HP®1320 primary components including toner, chip, drum, wiper blade and seal plus secondary components which include piece parts such as foams and felts, plastic parts, recovery blade, PCR, etc. are qualified.

Static Control's system-matched components provide excellent print performance and allow remanufacturers to immediately produce these cartridges and take advantage of this growing market.

Conversion Products Also Qualified

Static Control has also qualified all products needed to convert the Canon® 515 cartridge (low yield) to a 515 II (high yield) cartridge. Since the Canon® cartridge is comparable to the 49A cartridge (used in the HP1320) the HP1320 high yield hopper, waste bin conversion jig, waste bin cap, hopper jig and hopper entry tool can be used to convert the 515 into a high yield 515 II.

www.scceurope.co.uk

WORLD

----> Static Control | UK

Static Control Reaches Milestone with More than 1,000 Remanufacturers Using the CTL Replenishment System™

Static Control's revolutionary chemical breakthrough that allows remanufacturers to reuse virgin OEM drums, used Static Control aftermarket drums and new Static Control aftermarket drums has reached a milestone with more than 1,000 remanufacturers now using the CTL Replenishment Systems™ worldwide.

This milestone was reached after just five months since the introduction of the CTL Replenishment System™, and Static Control projects a continued 20% growth rate each month. By the end of this year an estimated 4,000 systems will be in place, saving remanufacturers up to six dollars per rebuilt cartridge.

Worldwide, there are an estimated five million OPC drums replaced each month. Static Control believes that 75%, or

three and a half million of these drums, can be replenished using the CTL Replenishment System™. By using the system remanufacturers could save more than 17 million dollars each month.

Static Control boosts aftermarket profit margins even more. Remanufacturers can use the CTL Replenishment System™ on new 24mm and 30mm OPCs purchased from Static Control, along with our system matched components including our multiple cycle CTL wiper blades and achieve two to three additional cycles after the new aftermarket cycle.

Laboratory testing has shown that for most 24mm and 30mm drums customers can achieve at least two additional cycles and on some lower page count engines, can achieve three additional cycles. All customers have to do is use Static Control's CTL Replenishment System™ on the OPC prior to installation into the cartridge. Static Control drums and their compatible engines qualified for this process include: HP® 1020/1022, 1320, 1300, 1150, P2015, 1200, 4100, 2100 and Canon® AX and VX.

www.scceurope.co.uk

WORLD

----> Static Control | UK

Multiple OPC Cycles with Static Control's CTL Replenishment System™ and New Multi-Cycle CTL Wiper Blades

Static Control has released newly formulated wiper blades specifically designed for use with Static Control's aftermarket 24mm and 30mm drums that have been replenished with the CTL Replenishment System™. By using the CTL system prior to installing a Static Control new aftermarket drum along with system-matched components (including the specifically designed wiper blades), remanufacturers can now use the drum for up to three additional cycles.

Static Control's CTL Replenishment System™ must be applied to the OPC before the first cycle and prior to each subsequent remanufacturing cycle.

The CTL system allows remanufacturers to replenish OEM monochrome one cycle drums and get an additional cycle. By using Static Control's CTL Replenishment System™ prior to installing a Static Control new monochrome aftermarket drum remanufacturers can use the drum for up to three, even four cycles.

www.scceurope.co.uk

WORLD

----> Uninet Imaging | USA

UNINET ADDS HP CP1215, 1518, CM1312

UniNet announces the release of new Absolute COLOR™ Toner, Unidrum™ OPC, Smartchips®, and Clearseal™ adhesive, that have been qualified for use in remanufactured HP® Color LaserJet CP1215, 1518, CM1312 MFP cartridges, rated 2,200 pages (Black) and 1,400 (C/M/Y) at 5% coverage. OEM remanufactured cartridges tested and approved by UniNet R&D include: Black CB540A, Cyan CB541A, Magenta CB543A, and Yellow CB542A.



WORLD

----> Uninet Imaging | USA

UNINET ADDS XEROX PHASER 6300, 6350 COMPATIBLE SMARTCHIPS

UniNet releases new replacement contact Smartchips®, qualified for use in remanufactured Xerox® Phaser 6300, 6350 color cartridges, rated 10,000 pages at 5% coverage on letter size paper. OEM tested and approved cartridges include: Black OEM 106R01147, Cyan 106R01144, Magenta 106R01145, and Yellow 106R01146.

UniNet's latest chips have been designed to match Absolute COLOR™ Toners 180g formulation (Carrier required), and its latest Toner/Carrier mixed formulation (no additional carrier required).



WORLD

----> Uninet Imaging | USA

UNINET R&D ADDS JONATHAN LAZARA

UniNet announces the addition of Jonathan Lazara as R&D Technician for its Corporate Headquarters in Los Angeles, California. Lazara oversees Quality Assurance and Quality Control testing of new laser component products and provides global technical support that specializes in HP and Lexmark monochrome cartridges.



Lazara holds a degree in Electronics Engineering and has had four years experience at Xerox Corporation as a printer repair technician before entering the remanufacturing industry at Future Graphics as a QA Supervisor.

Jonathan can be reached for all technical support questions by email at jonathanl@uninetimaging.com. For further information, please contact UniNet at +1 310-280-9620, or visit the UniNet Technical Support Page at www.uninetimaging.com/technical.asp.

WORLD

----> Uninet Imaging | USA

REACH CERTIFICATIONS AT UNINET

UniNet is currently conducting its REACH directive assessment and applying for compliance with the REACH directive. The company is also assuring that all relevant changes and developments are contained by the European directive.

In addition, UniNet created a new "Environmental Policy" web page, where clients can download environmental forms and learn about the company's compliance with REACH, as well as other important directives such as RoHs, WEEE, Blue Angel Mark, and Nordic Swan. UniNet President Nestor Saporiti added, "This portion of our website was designed to let our clients learn how their purchases make a difference and exceed the experience of buying recycling products. It is also helping us to work towards the realization of a sustainable global environment."

UniNet declares it has made environmental and recycling awareness its business, and strives to contribute to the savings of more than 40,000 tons of plastic waste per year.

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by its worldwide sales of recycling components. UniNet's recycling facilities are ISO 14001 certified (Brazil).

For further information about UniNet's REACH and other environmental policies, please contact UniNet Imaging Inc. at +1 (310) 280.9620 or visit UniNet's Environmental Policy Page at www.uninetimaging.com/environment.asp.

WORLD

----> **Uninet Imaging / USA**

UNET'S CLIENTS HELP CHILDREN AROUND THE WORLD

Uninet proudly announces that its clients give back to the global community by supporting its sponsored humanitarian causes that benefit the health, welfare, education and sustainability of underserved children around the world.

In 2005, UniNet established an orphanage program called PROSIP, located at Ribeirao Pires, a municipality in the state of Sao Paulo, Brazil. This program is in conjunction with the

Valdir and Miriam Rigout Foundation that serves more than 40 kids of all ages. This initiative has two locations to serve the orphanage's purposes: the first property houses children from the ages of 0 to 12 years old and provides caring and devoted 24-hour assistance to the "living orphans" - children abandoned by parents who were unable to care for, or raise them. The second facility houses girls from 13 to 17 years old, most of them have suffered from serious social, health, and emotional gaps. This initiative is comprised by a support team that assists in providing the girls with a normative, family-like atmosphere for a healthier upbringing as well as to prepare them for a future adult life, career advancement, and to become self-sufficient. UniNet allocates a percentage of its global income to support and improve the quality of care for each and every child at PROSIP; those funds also serve to aid other social initiatives as well.

UniNet empowers PROSIP beneficiaries by reintegrating them into the society with education, life and work skills that will promise them a better future; as a result,



today more than 10 kids have been already integrated into the Brazilian job market; and some are procuring promising careers at UniNet Brazil. One of many beneficiaries of this program is Evandro Silva who has been brought up in a municipal orphanage. He now works as a UniNet do Brasil production technician for more than four years.

UniNet clients can learn how their continued support has contributed significantly to its charitable ventures worldwide by visiting the company website at www.uninetimaging.com under the Social Consciousness link. UniNet President Nestor Saporiti, added "This part of our website was designed to let our clients learn how their purchases make a difference to the betterment of underserved children, exceeding the experience of buying recycling products. It is also helping us improve the lives of kids around the world."

For further information please contact Uninet Imaging Inc. at +1 (310) 280.9620 or visit www.uninetimaging.com.

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- *color ribbon for dot matrix printers and typing machines*
- *spare parts for office printing equipment*
- *spare parts for remanufacturing and recycling of laser and inkjet cartridges*
- *sublimation ink and toner for printers*
- *equipment for cartridge remanufacturing and recharging*

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PARTS



EQUIPMENT



OEM

----->

Oji Paper Pays 590m Yen to Seiko Epson

On July 15, 2008, Tokyo District Court on Tuesday ordered Oji Paper Co to pay damages worth 590 million yen to Seiko Epson Corp. over its sale of a polluted land plot.

Seiko Epson bought 30,000 square meters of land in Shiojiri in the central Japan Prefecture of Nagano from Oji in July 2000. The precision equipment maker later found that the plot was polluted with toxic substances such as polychlorinated biphenyl and dioxin. The firm had to depollute 8,300 tons of soil. Polluted soil is recognized as a defect approving much of the 640-million-yen damages sought by Seiko

www.japancorp.net

OEM

----->

Recycling Cartridges is Not Enough

Ever since the first ink cartridges appeared at the market, consumers have been complaining of high cost and the waste that comes along with what seems to be an excessive amount of packaging. Ink jet recycling companies have made great strides in encouraging consumers to recycle their used cartridges, which reduce the amount of waste that formerly clogged landfills worldwide.

It's common knowledge that paper and plastic have been the biggest contributors to recycling programs due to environmental laws. One thing that many people don't realize is that the recycling of plastic is quite an expensive process. Because of the expense, many recyclable plastics are shipped to less expensive facilities in Asian countries such as Vietnam and China where prices are lower and environmental laws aren't as stringent. Out of the 90 million kilograms of recyclable plastic collected in the UK, nearly 75 percent was shipped to China for processing.

The reasoning for recycling is still sound and the system has improved dramatically through the use of environmentally friendly inks. The advent of soy and vinegar inks has contributed a great deal to the reduction of waste created by the recycling process. In short, the new environmentally friendly inks aren't damaging to the planet and the adherence to the plastic doesn't create excessive waste. These inks also apply to paper, as well. Previously, much of the paper discarded couldn't be effectively recycled due to the amount of chemicals injected into the paper fibers. These newer inks also eliminate a great deal of paper waste. These inks and the overall reduction of waste have allowed companies to compensate recyclers for their efforts.

www.recycle.co.uk via www.tonernews.com

OEM

-----> Lexmark

Lexmark Boosts Its Resell Base in the UK

Lexmark set its sights on working with more resellers in the UK. The vendor has whipped the covers off a new channel value programme, which it claims will help partners drive sales and secure margins by taking a 'Print Less, Save More' message to the market. "Resellers are our lifeline, and the channel value programme is a perfect way to strengthen their activities. The tiered structure is flexible and we will work closely with our resellers to ensure they deliver the best solution for their business," explained Marcus Harvey, UK channel sales director at Lexmark. "We believe in promoting better working and printing practices among customers. This means allowing them to do more by actually printing less – saving money, time and protecting the environment," added Harvey.

www.tonernews.com

OEM

-----> Xerox

Xerox to Launch New Products to Eastern European Markets

Xerox Eurasia presented new products supposed for Eastern European markets. Xerox WorkCentre 5016 is a new monochrome MFU for A3 printing. It includes copying, printing and scanning functions. Its main advantages are acceptable price, easiness in use and service as well as a number of acceptable functional possibilities.



XEROX WORKCENTRE 5016

Xerox WorkCentre 5020/DB and WorkCentre 5020/DN are new monochrome MFUs for small work groups. It includes copying, printing and scanning functions. Due to the large range of possibilities, the printing device is able to fulfill the multitude of printing tasks for multi-page documents.



XEROX WORKCENTRE 5020

Xerox Phaser 3635MFP is a speedy A4 monochrome MFU (33 ppm). It is a powerful printing tool for small businesses and corporate work groups.



XEROX PHASER 3635MFP

www.xerox.ru

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Flexible Price Policy, Rich Product Range and Constant Support are the Key Factors in Working with Worldwide Manufacturing, E.D.

*Worldwide Manufacturing, E.D, Ukraine
SUPPLIES FOR YOUR PRINTER*

One of the leaders of the Ukrainian aftermarket of supplies for printing and copying devices, Worldwide Manufacturing, E.D. was founded in 1993 as a manufacturer of cartridges for dot matrix printers. At the beginning of the nineties of the last century the dot matrix printing technology was the only printing means for Ukrainian users. The production capacity of the company covered fully the insignificant market demand for dot matrix cartridges at that time. Thus, from the first days of the company's existence the team was faced a challenge of penetrating other markets, such as Russia, in the first place. Components and raw material brought from specialized plants in England, Germany, Japan and USA, ISO 9000 certified and tested in most strict technological conditions, allowed reaching high quality of all the company's products to be sold at acceptable prices. This all gave WWM the chance of becoming a leading supplier in Ukraine and a renowned brand abroad.

RechargEast Magazine grew interested about the success of this company from Ukraine. Markets of post-soviet countries are not easy to conquer. For being highly competitive a business needs to be multifunctional, with a clear final goal, future perspectives and dynamics in its development. Worldwide Manufacturing, E.D. is such a business, which has an image of a reliable partner and supplier in the country and abroad.

**THE ADMINISTRATIVE
AND PRODUCTION
BUILDING OF
WORLDWIDE
MANUFACTURING, E.D**



Today Worldwide Manufacturing, E.D. has 160 staff members. The company occupies an administrative and production area of the total of 5000 sqm. By December 2008 the company is planning to put a new 3600 sqm building into operation. This growth will allow enriching the range of products, reduce delivery deadlines and offer more high quality products to the local and international markets.

WWM has a well developed network of dealers, which allows the company to deliver printing and copying supplies to all remote locations in Ukraine.

WORLDWIDE MANUFACTURING, E.D'S CAR FLEET



From 2003 the company integrated a quality control management system, which is certified according to ISO 9001:2000 standard. It is the guarantee of high quality of all the products of the company and its customer service.

Integration of contemporary technological processes, which do not harm the environment, allowed the company, among the first in the country, to be certified in accord with the ISO 14001:2004 ecological management standard.

INK MANUFACTURING LINE AT THE WORLDWIDE MANUFACTURING PLANT



Worldwide Manufacturing, E.D. is the only enterprise in Ukraine and CIS countries, which ensures the full manufacturing cycle, including research, development and manufacture of compatible inks for inkjet printing. Nowadays the company manufactures over 150 types of dye and pigment inks for Epson, Canon, Hewlett Packard, Lexmark, Brother, Kodak Encad printers.

Users needing big printing volumes can use complex photo printing solution from WWM – it includes inks, CISS and photo paper. Worldwide Manufacturing, E.D. also mentions all visitors of its websites can ask various questions in this regard online.

COMPLEX PHOTO PRINTING SOLUTION FROM WWM

- INK
- CISS
- PHOTO PAPER



For businesses working at the market of refilling/remanufacturing services for laser cartridges, WWM offers kits of fully compatible supplies, including OPC drums and parts from world known suppliers: Mitsubishi, Static Control Components, Hamp, Kuroki.

Today WWM exports over 1/3 of all produced inks for inkjet printers and over 70% of dot matrix cartridges. Worldwide Manufacturing, E.D. branded products are well known in Russia, Belarus, Moldova, Georgia, Kazakhstan, Iran, Poland and Baltic states. As WWM's representatives state, their company's products can be easily found in electronics departments or computer specialized shops of all the largest cities in the region.

R&D LABORATORY OF WORLDWIDE MANUFACTURING, E.D.



Locally, Worldwide Manufacturing, E.D. has won and continues winning in tenders for being main supplier for state and large commercial organizations. Products of the company are used in the President's office, Ukrainian Customs' Committee, Pension Fund and in the majority of local commercial banks. This all tells about the demand for the company's products and their high quality.

From the beginning of 2008 a new testing center was established within the company's inks R&D department. Here ink testing is done on various models of printers with various types of photo paper.

The company pays a lot of attention to the improvement of its partners' and customers' technical knowledge levels. To meet this end the company organizes multiple master-classes, whose goal is to show new products, explain how to use them correctly, discuss potential business perspectives. Thus, in February-March 2008 WWM had a series of one-day seminars "Complex photo printing solutions" within its R&D center. All guests visited the company's premises and production spot. Over 200 specialists from partnering companies from Ukraine, Belarus, Russia and Moldova visited the seminars.

SEMINARS "COMPLEX PHOTO PRINTING SOLUTIONS"



Besides its own products, Worldwide Manufacturing, E.D. offers a large variety of original cartridges for printers, storage devices and other products. The company is the authorized dealer and business-partner of the global manufacturers: EPSON, LEXMARK, SAMSUNG, CANON, PANASONIC, XEROX, HEWLETT PACKARD, VERBATIM, TDK, etc.

Partnerships with Worldwide Manufacturing, E.D. offers:

- flexible price policy and competitive prices;
- wide range of printing and imaging supplies;
- free delivery to all regions in Ukraine;
- marketing and informational support.

Company websites: www.wwm.com.ua • www.wwm.ua **RCE**

How Much Should My Product and My Service Cost?

Part three: Profit Increase

Nikolai Yakimchuk

In the previous two issues we discussed methods of forming prices for a product or service. We touched upon such aspects as the cost analysis and price formation for the product. We also made an overview of the basic calculation techniques to reach the optimal price for the product. We also mentioned some other factors to be taken into account while fixing the price.

In this issue I would like to end the price formation topic with a short overview of possibilities of managing and reducing costs and expenses of your business.

First, I would like to tell that the utmost goal of any business is to create profit. It is so, as the maximal profit allows the company to keep afloat even if the market is down. The organization and formation of such a structure able to bring in constant and growing profit has only advantages for the business.

Since our utmost goal is to boost profit, the question comes how to do that? Usually, there are three realms to action:

1. reduce costs
2. increase price
3. develop and boost sales.

Financial experts mention that increasing of each of the three components by at least 1% (that is, reducing costs by 1%, increasing price by 1%, boosting sales by 1%) may bring about an increase of profit by over 3%.

Let's speak about the second and third realms in some future editions of the magazine and focus closely on the first one – cost reduction.

Cost management and cost reduction represent an urgent matter for a lot of companies offering cartridge refilling and remanufacturing services. Sometimes, costs rush out of control and eat up all the fruit of a company's activity. Working for loss is already from the area of philanthropy.

Since profit always depends on cost management, cost reduction without sales reduction or quality deterioration allows boosting profits. This, in its

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turn, makes the business more competitive, flexible, maneuverable... the list can go on.

Let's see what should be actioned for decreasing costs and excluding unnecessary expenses:

1/ ADVERTISING AND PROMOTIONS

Analyze your advertising budget and see to its output. Once the money spent on advertising or promotions bring in more sales and, logically, profit, go on – everything is all right. If not, cut the budget and find other means to promote your product or service.

2/ RENT

Do you pay fortunes each month for the rent of your office? Do you use the office space effectively? Ask yourselves these two questions. If your rent is way too expensive and you do not use the space effectively, finding a smaller office might be a way out. Sometimes, it is wiser to buy an office. Buying an office is an investment, whereas rent is a monthly expense. When it comes to decide whether to buy an office or not, it's necessary to determine how much the rent will cost for the same period needed to repay the bank loan for the buy, should you need one.

3/ LOANS

It is not worth reminding that bank loans are the money to use today and to return tomorrow with interests. Installments and interests are fixed costs, which are not welcome. The best way out is to get to auto-financing stage with no debts incurred.

4/ PUBLIC UTILITIES

These kinds of costs are often disregarded. But they have an unpleasant trend of eating up a large portion of a company's profit. Additional inside or outside isolation could save heat in winter and save plenty of money on heating and electricity.

5/ INSURANCE.

How much do you pay for your car's or your office's insurance? Probably, it's high time to review the insurance and address insurance companies, who are specialized in this field. These will be able to assess the risk and offer lower installments for your insurance.

6/ PHONE.

Even in the era of the Internet, phone expenses are still sky-rocketingly high for a lot of companies. These costs could be diminished by integrating new

policies of communicating via email or free Internet-based messengers (Skype, ICQ, GoogleTalk).

7/ PURCHASES.

Any purchase, be it raw material or parts, should be well controlled. Sometimes, companies buy excessive volumes for just future references. This material is underused and, eventually, it brings in loss on profitability.

8/ BUSINESS TRIPS.

Business trips are also to be paid attention to. Reducing unnecessary or non-urgent business trips on the company's account is another possibility to reduce costs.

9/ EQUIPMENT ACQUISITION.

Acquisition of expensive equipment – a car, for instance – should be well conditioned. In this case the price of the equipment should be as important as the total cost of ownership (gas, repairs, insurance, etc.)

10/ PERSONNEL.

I hate telling this, but personnel pays are the most expensive cost for any business. But this situation can be easily solved in the very beginning when only necessary and polyvalent personnel are hired. It is better to hire a competent and, logically, more expensive specialist, than several low-skilled people unable to tackle and resolve the task.

To sum it up, the realms mentioned above are just some prompts to take into account in order to manage and reduce costs. But it does not mean your business is that bad. Our tip is to analyze the situation in your company into each single realm from above and action only those, which need immediate response from your end. **RCE**

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USING the **RIGHT** TONER

Marius Dobra
ANMADO, Romania

It is clear that it is not sufficient to have only compatible equipment or cartridge model mentioned on the label of the toner bottle. The global aftermarket of printing supplies has a great variety of toners offered by a multitude of manufacturers. Along with them there are plenty of labels. Still, labels and tags tell us one thing, which is always positive and easy to believe in. But an in-house test lead by the specialist using the toner in his daily remanufacturing and refilling activities is the best way to see how much “compatible” the toner is.

Here are some tips of what should be paid attention to:

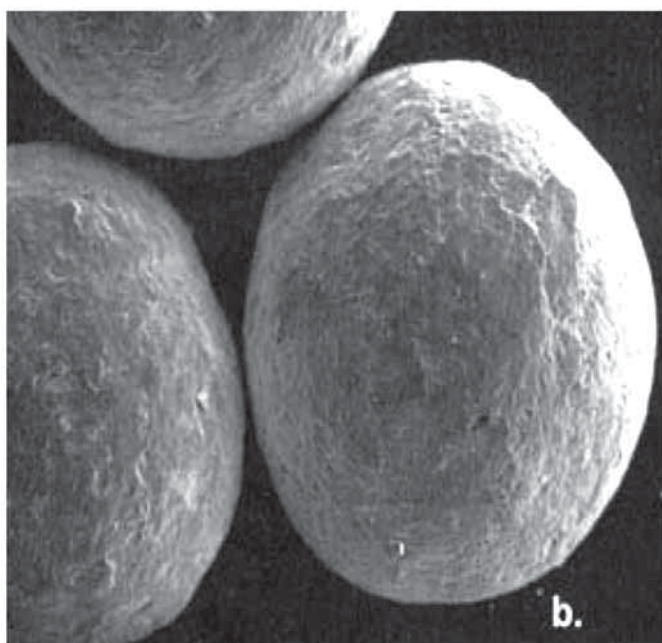
- The quality of the print. Three aspects should be taken into account: the density of black zones, capacity of reproducing distinctly different levels of grey color and levels of backgrounds, which is the background of the white zones on the paper sheet.
- Thermal properties. You should also take into consideration the degree of fixation of toner on paper and its stability. At an easy rubbing toner should not be peeled off or spread out on paper.

A well formulated toner does not stick off and does not leave traces in the fuser or on pressure rollers of the printer after the use of at least one cartridge filled with this toner. Despite the fact the fusing temperature in printers differs from 60°C to 200°C as well as the speed of passing of the paper sheet through the fusing unit and the pressing rollers may be different, sometimes the same type of toner named “universal” is used for a number of different printer models. There is no lying; this toner cannot be fixed properly at different temperatures, speeds and pressures.

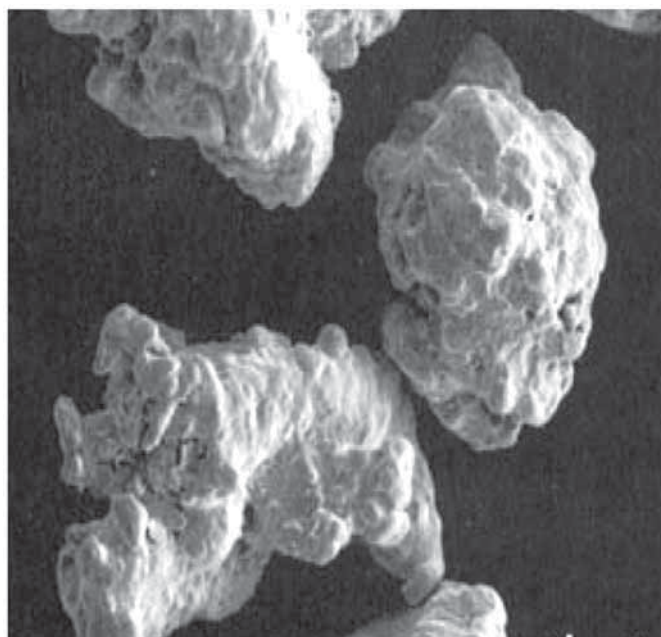
- Sustainability of the print. It is also important that toner particles be uniform. The more uniform the particles are, the more complex its manufacturing process is and the higher the final price would be. A non-uniform toner (toner with powder, sand, stones) may produce images with correct density on the first prints only. Later the quality of prints worsens visibly, because the level of powder, sand and stones in toner is reached – when this stage is reached the printed images become smeared and the black zones are grayed. It is easy to identify non-conformity of toner particles by comparing prints at various life cycles of the cartridge (after first 500, 1000, 1500, 2000, 3000 prints).

- Number of covered pages. For a cartridge it is important to pay full attention to the number of prints at the 4-5% page coverage featured by the manufacturer. Some specialists think that a simple filling of the needed toner volume into the cartridge may solve the problem. It is an error! In reality, the number of printed pages depends mainly on two factors – the capacity of toner transfer (a well formulated toner is transferred on paper without too much residual quantity). Second, the other important property is the specific weight of the toner. A “heavy” toner will have smaller volume, and with the same weight it will be consumed much faster.

- Abrasive factor. In theory, toner particles should be spherical. In reality, high-quality toners have oval particles. Cheap and low-quality toners have uneven, bumpy and rocky forms. Such an abrasive toner will make scratches on cartridges parts (OPC drum, develop roller, cleaning blade) or even on the printer's parts (upper fuser roller). This all may lead to premature use.



OVAL PARTICLES OF HIGH-QUALITY TONER



ROCKY PARTICLES OF LOW-QUALITY TONER

Last, but not least. Do not expect even high-quality toner to make magic for you. Toner cannot cover or remedy defects or malfunctions of other cartridge components, which are already defective.

About ANMADO:

ANMADO is a Bucharest-based company. The company is active on the aftermarket of imaging and printing supplies for over 14 years. The company offers various remanufacturing and refilling services and solutions for laser and inkjet printers, fax and copying machines.

www.anmado.ro

2008 MANUFACTURERS -

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- R3 Group's Re-Industry magazines RechargeEast (CEE), RechargeEast (Ru/CIS), Recharge India and Recharge Africa & M.E. are organizing unique 4 day meeting between major manufacturers, suppliers and forwarders from Zhuhai /China and over 300 importers from so called "emerging markets" of CEE (Central and Eastern Europe, Russia/CIS, India and SE Asia, Africa and Middle East.

- If you are importer of toner, OPC, ink, parts and cartridges do not miss this golden opportunity to meet with real manufacturers from China and real importers from CEE, Russia/CIS, India and Africa/M.E.

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IMPORTERS MEETING (MIM)

WHY ZHUHAI?

- Zhuhai, one of five special economic zones in China, is sometimes called "The Factory of the World" and very often "The World Capital of Printer Consumables"
- Over 400 manufacturers and suppliers of consumables are located in Zhuhai and area
- Home of industry legends as Print-rite, Ninestar, MMC, Gree, Mingjia, Ink-Plus and many others well known names.
- Zhuhai and area are manufacturing:
 - Close to 90% of the world's ribbon
 - Over 60% of the world's aftermarket inkjet cartridges
 - Over 30% of the world's aftermarket laser toner cartridges
 - The sales value is over 1.3 billion US dollars and customers in over 70 countries
- 10 min from Macao and 65 min from Hong Kong
- 18C - 22C in December

WHO CAN JOIN THE IMPORTERS GROUP?

- Companies already importing goods, or ready to import and looking for proper China based suppliers.
- Importers have to be located in countries of Central and Eastern Europe (CEE), Russia/CIS, India and SE Asia, Africa and Middle East
- Open-minded company owners and managers willing to meet personally China based manufacturers and suppliers ready to help not only with "Made in China", but with "Created in China" products.
- Small and mid-size importers looking to join newly formed "buyer groups" from his own country, or close non-competing countries.
- Small and mid-size importers looking for better forwarding solutions for all China based shipments
- Maximum two representatives from each visiting importer company!

2008 MIM EVENT PROGRAM:

- June 15 - Oct.1 - Importers and Manufacturers registration dates
- Oct.15 - Delivery of the company profiles of all importers and manufacturers*
- Dec. 4 - Departure to Hong Kong or Shanghai**
- Dec.5 - 6 - Sightseeing in Hong Kong or Shanghai
- Dec. 7 - Departure to Zhuhai
- Dec. 8-9 -Meetings Manufacturers - Importers
- Dec. 8 - Gala dinner
- Dec.10 - 11 - Visits to local manufacturing plants ***
- Dec.12 - Sightseeing in Zhuhai, Guangzhou and Shenzhen (optional)
- Dec. 13 - Departure to India, Russia, Europe and Africa

*- Each registered importer and manufacturer (supplier, forwarder) will receive on Oct.15th set of company profiles of every importer and manufacturer participating in the MIM event. This way all importers and manufacturers will have plenty of time to contact each other and arrange personal meetings during the MIM event days. R3 Group magazines are offering online translation help to over 10 languages. During the MIM event days translators are available based on preliminary order.

** - Importers willing to travel outside of the organized groups in Europe, Russia, India, Middle East and Africa are welcome to attend the 2008 MIM event, but only after preliminary registration and confirmation. Accommodation help can be provided even if importers are not part of the organized groups. For each area we have different tour partner responsible for assisting importers with all travel related issues. Travel packages are with different attractive prices depending on the importers origin and preferred route. Please contact us for all travel and MIM related issues.

*** - Visits to local Zhuhai and area manufacturing plants and suppliers are only based on preliminary registration. The list of the possible destinations will be published Oct.15, 2008

BENEFITS OF PARTICIPATING IN THE 2008 MIM EVENT IN CHINA:

- You will receive detailed company profiles of all participating China based manufacturers, suppliers and forwarders. This will give you time to establish with them relation before the MIM event and even to request and test samples from their production. This way attending the event you can be ready with your firm selection of partners (manufacturer/supplier and forwarder).
- You will also receive detailed company profiles and contact names of all visiting importers. Among them you can select partners for joining your purchasing power or joint future projects. You will have 6 days to establish good personal relations and trust.
- During the MIM event days you will see under one roof all major China based manufacturers and suppliers and contracts signed there will influence all your future business survival chances.
- During the MIM event dates you will have contacts with forwarders who can optimize and drastically reduce the cost of all your China based shipments
- Visiting real manufacturing plants you will learn how most of the products are being made and most importantly how do they are being tested to guarantee the needed quality. Be ready for surprises, because most of the new manufacturing plants are state of the art creations!
- Being part of the organized groups is also offering you 3 days fun and sightseeing activities.

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